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HM The Queen visiting Carpex, the International Carpet, Floor Coverings and Linoleum Exhibition at Earls Court, London, last year. A preview of this year's exhibition and of the International Men's and Boys' Wear Exhibition ('Imbex') is published in this issue between pages 376 and 377.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months

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Aircraft noise at Heathrow and Gatwick airports (Q)	14 Jan. 1970
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	21 Jan. 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	14 Jan. 1970
Chemicals industry (Q)	28 Jan. 1970
Companies:	
Acquisition and mergers (Q)	5 Nov. 1969
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	21 Jan. 1970
N. Ireland (M)	28 Jan. 1970
Computers:	
UK computer market (Q)	4 Feb. 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	14 Jan. 1970
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	5 Nov. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	28 Jan. 1970
ECGD business (Q)	3 Dec. 1969
Film industry:	
British Film Fund Agency returns (M)	4 Feb. 1970
Cinema admissions and takings (M)	14 Jan. 1970
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	24 Jan. 1969
Trends in film going (A)	16 July 1969
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Consumption levels (A)	30 July 1969
Household consumption (Q)	4 Feb. 1970
Footwear industry orders and deliveries (M)	21 Jan. 1970
Foreign trade:	
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	4 Feb. 1970
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	7 Jan. 1970
Value of overseas trade (M)	21 Jan. 1970
Value of overseas trade: analysis of trends (Q)	19 Nov. 1969
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	14 Jan. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	19 Nov. 1969
Business (M)	This week
Industrial building (Q)	28 Jan. 1970
Industrial development certificates approved (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	28 Jan. 1970
N. Ireland index (M)	28 Jan. 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	24 Dec. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	14 Jan. 1970
Machine tools, deliveries and orders (M)	4 Feb. 1970
Man-made fibres:	
Analysis of production (A)	This week
Analysis of production (Q)	This week
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	14 Jan. 1970
Office development permits (Q)	12 Nov. 1969
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Dec. 1969
Retail prices index (M)	28 Jan. 1970
Retail trades:	
Index nos. (M)	14 Jan. 1970
N. Ireland index (M)	28 Jan. 1970
Royalty transactions (A)	14 May 1969
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Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
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Manufacturing industry. Census of production (A)	31 Dec. 1969
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Overseas payments and earnings (A)	5 Nov. 1969
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Average prices of selected commodities (A)	21 Feb. 1960
Index nos. (M)	21 Jan. 1970

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Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	14 Jan. 1970
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

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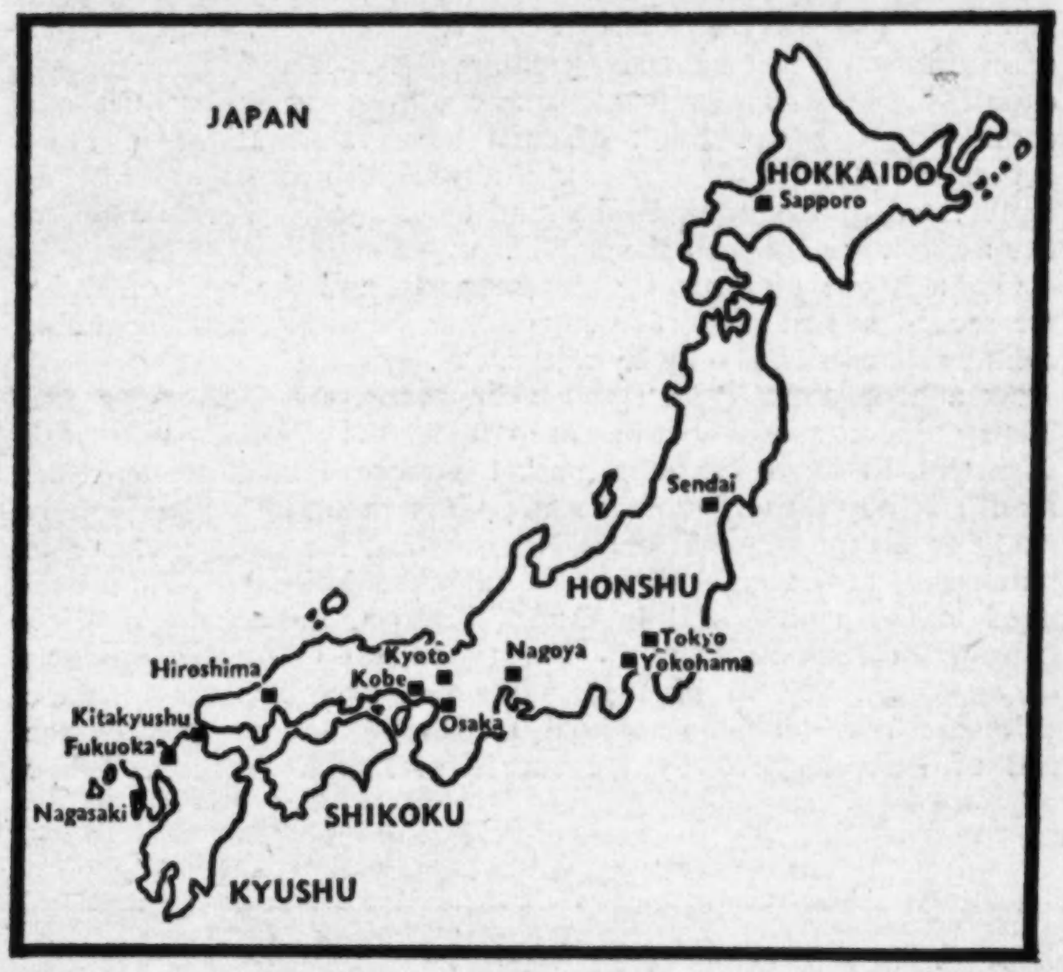
Here comes Expo '70

By the staff of the British Consulate-General, Osaka, Japan

OSAKA, JAPAN'S SECOND LARGEST city, plays host this year to Expo '70, the first 'general exhibition of the first category' ever to be held outside Europe and the Americas. If the 1964 Olympic Games in Tokyo were demonstrably a turning point in Japan's postwar recovery of self-confidence, then it is fair to assume that Expo '70 may be seen in 10 years' time as the beginning of a period of further definition of Japan's role in the free world, particularly in relation to the developing countries. Osakans hope, however, that one important result of Expo '70 will be to put their city on the world map. The purpose of this article is to indicate to British businessmen selling to this country, or thinking about doing so, some aspects of Osaka's role in Japan and the nature of the consular district of this Consulate-General.



The importance of Osaka

For centuries Osaka was the most important commercial town in Japan; in 1868 a British diplomat noted that the commercial quarter was still larger than that of Tokyo. In the early years after the Meiji Restoration much development centered around the new Japanese capital of Tokyo, but again in the late 1920s the Osaka area, which has so many more cultural links with the continent than Tokyo, played an important role in the booming Japanese trade with the Chinese mainland and with southeast Asia. Moreover, Osaka has long been a main centre for the textile trade, which was such a vital element of Japan's economic development. However, it was before, during and after the second world war, when for various reasons business and central political administration became more closely tied together, that Osaka lost ground relatively. Also, while industrial development in the Tokyo area could expand into the considerable hinterland of the Kanto plain, Osaka, surrounded by mountains, found that such development came less easily.

By the 1960s, however, Japan's industrial expansion over a wide field had achieved such momentum that the Osaka region too saw considerable new industrial development, especially in those areas of heavy and chemical industries in which the city had previously lagged behind Tokyo. By the end of the 1960s, a situation had been reached where there were very few Tokyo-based companies over the whole range of industries that had no Osaka-based competitor of equal strength. Leading names associated primarily with Osaka are Matsushita, Kubota, Hitachi Zosen, Sumitomo, Daimaru, Minolta, as well as most of the major trading companies, which indeed originated here.

Many Osakans nevertheless consider that Osaka's role simply as an industrial centre, as a working backyard for the administrators in Tokyo, is unsatisfactory. A nation-wide development plan published by the Economic Planning Agency a couple of years ago clearly defined Osaka as one of a network of provincial industrial centres, all revolving around, and under the control of Tokyo. Osakans' reaction to this was reasoned, if indignant. In a country so frequently visited by natural disasters as Japan, they claimed, it was fool-hardy to centralize all commerce and administration in Tokyo. But in any case, their main argument for Osaka's upgrading as a commercial and administrative centre, as well as a vital industrial centre, was not out of jealousy of Tokyo's comparatively new-found fame (though this certainly exists in a healthy, competitive fashion) but as a result of a conviction that with her experience, Osaka was fit to lead the expansion of trade and economic ties with Asia predicted for the 1970s and beyond. This debate will doubtless continue, but whether Osaka finds herself in the next decade as a western section of a Tokaido megalopolis extending from Tokyo to Kobe, or with a special brief to develop trade with Asia, the fact remains clear that she is, and will continue to be, a vital commercial and distribution centre for western Japan, complementing the role of Tokyo in the east. She will therefore merit more and more attention from British exporters.

The Osaka Consular District

The main centres of Japan's postwar industrial development have been in towns along Japan's Pacific coast, from Tokyo in the east to Hiroshima in the west, and extending into the north of the island of Kyushu. All the major industrial centres except Tokyo and Yokohama are in the Osaka consular district, but a fact perhaps more to the point is that the growth potential in western Japan, including Shikoku and Kyushu, is enormous and new industrial development areas are already sprouting (as they are also to the north of Tokyo). To consider a few facts relating to the area of western Japan for which the Osaka Consulate-General is responsible: the centre is the Keihanshin conurbation (Kyoto, Osaka and Kobe), with a population of over 11 million, of which that of greater Osaka is over 6 million; then there is Nagoya, the centre for pottery, woollen textiles, automobiles, and the aircraft industry (population 2 million); Hiroshima to the southwest (population 540,000), and the cities of Fukuoka/Hakata (population 800,000); Kitakyushu (population 1,500,000) and Nagasaki (population 410,000) in Kyushu. The total population

(*Continued on next page*)

EXPO '70, *continued*

of the Osaka consular district is over 50 million.

Communication within western Japan is improving rapidly. Plans are likely to go ahead soon for the construction of a bridge linking Kobe with the island of Shikoku (which when completed will be one of the largest in the world); for an extension of the New Tokaido railway line westwards through Honshu as far as Fukuoka in Kyushu, and for further development of the network of domestic jet flights based on Osaka. BOAC, Lufthansa, and recently Air France have started polar flights from London and Paris terminating in Osaka.

Opportunities for British exporters in western Japan

Apart from the importance of western Japan, and the Osaka conurbation in particular, as a market for consumer goods, the city is important as the home of most of the large trading companies (Mitsui and Mitsubishi excepted), and of a large number of medium and smaller trading companies specialising in import/export business. These firms handle almost every product and commodity one can think of, and have ramifications in every corner of Japan and overseas. Many British firms are already represented by agents in Osaka, and these agents provide as effective a service as those in the capital.

Osaka is one of Japan's major seaports, and the port of Kobe, the second largest seaport in Japan with capacious and expanding container facilities, is only 25 miles away.

As a market for British consumer goods, the Osaka area and western Japan as a whole has been somewhat neglected by British exporters. In some ways the market is more difficult to penetrate than Tokyo, which is more cosmopolitan in outlook and is more ready to accept western ideas. Nevertheless, the rapid increase in purchasing power enjoyed by the Japanese is by no means confined to the capital, and in Osaka, Nagoya, Fukuoka and Kitakyushu for example there is growing interest in foreign products of all kinds. Several of the leading department stores in these cities are now planning to hold British promotions towards the end of 1970, inspired by the successful British Week in Tokyo last September.

The department stores continue to be the main outlet for imported consumer goods in Japan, but it is worth noting that some of the supermarket chains are growing very quickly and are beginning to take more interest in foreign products, especially (but not exclusively) foodstuffs. These organizations will be well worth cultivating for the future.

Finally, it should be noted that the whole of this area – the main cities of the Pacific coast, and many smaller ones in between – is heavily industralized. The number and variety of industries are too many to mention in this short report, but almost all are expanding at a phenomenal rate and are spending large sums of money on new machinery and machine tools. Some British manufacturers have been quick to seize the opportunity to sell their machinery to this market, but there are many more that have so far made little effort to do so. It is in the machinery sector that Britain probably has most to gain from the Japanese market. Japanese industries are also very keen to acquire foreign technical know-how, and the opportunities for licence agreements and joint ventures are considerable. While it may be true that a good many of these industrial firms have head offices in Tokyo, British exporters should not overlook the importance of visiting the factories and talking with their opposite numbers at the technical level. The staff of the Consulate-General are always ready to suggest firms of interest and to arrange appointments with suitable contacts.

Conclusion

British Week in Tokyo in 1969 succeeded in bringing the potential of the Japanese market as a whole more to the forefront in the minds of British exporters. We hope that the stimulus of Expo '70 will encourage more businessmen to come to see western Japan for themselves, thus leading to a wider understanding in Britain of the magnitude of the Japanese market. In the next few years, the names of Osaka and other western Japanese cities will be heard increasingly in European business circles. British exporters must ensure that they get their fair share of the potential in this market. The traditional morning greeting in the Osaka dialect is 'Mokarimakka?' – meaning, 'are you making money?' Let us join in.

Osaka, second biggest city in Japan and the venue of Expo '70.

Looking forward to an enlarged European community

—The President

ADDRESSING THE British Chamber of Commerce for Belgium and Luxembourg, in Brussels, on February 5, Mr. Roy Mason, President of the Board of Trade, spoke of trade with Belgium, past and present.

'In 1910 when this Chamber was established, Belgium was Britain's eleventh largest market. Today, in a very changed world, Belgium is in ninth position among the top ten of our very important customers,' he said.

Today, he added, Britain was proud of the fact that the United Kingdom had entered a period of strength in her economic position, led by the growth of exports.

'Britain in 1969 exported no less than £7,000 million worth of her production. That means she sent abroad £20 million worth of exports every day of the year. It meant too that British design, British technology and, I think still, above all, British quality could hold its own very well in the world's market places.

'Our exports are now running at about 40 per cent above the level two years ago. This improvement together with our buoyant "invisibles" account – which has recently shown a surplus of around £40 million a month – has made us confident not only of being able to attain our immediate objective of a surplus of £300 million in the financial year ending this March, but also of maintaining a very substantial surplus for some time to come.

'This has allowed us to ease up a little on some of the restrictions we had to impose in our efforts to get our balance of payments right. In particular we have been able to abolish the £50 travel allowance and make it easier for British people to go abroad, to come here, for example.

'But we are conscious of the fact that many of the domestic restraints we imposed two years ago cannot be relaxed too quickly without prejudicing the very great progress made.

'Of course, as soon as circumstances permit, as the British Minister responsible for Trade, I would like nothing more than to see the import deposit requirements reduced. Or better still, scrapped completely.

'You do not need my assurance, I am sure, to understand that we in Britain appreciate the difficulties this particular restriction has caused our friends in Belgium. And in other countries, too.

'For we attach great importance to our trading partnership with Belgium and welcome the recent increase in visible trade. In both directions – for that is what trade is all about.

'Although British exports to your country last year did not increase as rapidly as those of Belgium's Common Market partners, our provisional figures for the year are still very good.

'They show a 20 per cent expansion over their 1968 level compared with a rise in British exports of 17 per cent to the other European Community Countries in the same period.

'And in particular, the value of our exports of machinery to you – which account for about one seventh of our total exports to

(Continued on next page)

PRESIDENT STARTS NEW PRINTING PRESS

The first 32*-page issue of the* Barnsley Chronicle, *printed on the 'L & M Newsmaster' web offset press, is here being studied by (left to right): Sir Joseph Hewitt, Bart, chairman of Barnsley Chronicle Ltd.; the Mayor of Barnsley, Ald. Theodore Hinchcliffe; Mr. John Parsons, managing director of Linotype and Machinery Ltd., manufacturers of the press; and Mr. Roy Mason, President of the Board of Trade, who pressed the button for the start of the first 'Newsmaster' run at the* Barnsley Chronicle *on January* 29. *(See last week's* Journal, *page* 277.)

BRITISH PAVILION AT EXPO '70

The British Pavilion (left) at Expo '70 in Osaka is in the form of a canopy floating over a fully landscaped concourse. The pavilion will be identified by a 20ft. diameter balloon, painted with the Union Jack and suspended from a mast 150ft. high.

AN ENLARGED EUROPEAN COMMMUNITY, *continued*

Belgium – rose from £32 million in 1968 to £42 million last year. That is an increase of over 30 per cent. No mean achievement.

'During the past decade, of course, the British share of Belgian imports has remained fairly constant – round about 7 or 8 per cent. And let us face it there is no natural law, no right which entitles us to this share. We have to fight for it.

'The fact that it has been retained so long, in the face of fierce competition from within the Common Market is a tribute to British exporters. And to many members of this Chamber here with us tonight.

Negotiations for EEC membership

'The creation of an enlarged community including Britain and other countries, would be a prime factor in maintaining the rapid growth of world trade, and give a stimulus from which all trading nations would benefit.

'That is why our Government has particularly welcomed the agreement reached by the community at the Summit last December to the opening of negotiations with Britain and other applicant countries under Article 237 of the Treaty of Rome. And welcomed the target date of not later than July 1, 1970. I very much hope that an early start can be made on negotiations for entry.

'The second development following the Summit of particular interest to us has been, of course, the recent agreement in principle on the future arrangements for agricultural finance.

'As you know, the question of agricultural finance is one of great importance for us, and we have followed the discussions with keen interest. As have our farmers! One even tried to bring a cow into the House of Commons last week to tell me so.

'As prospective members of the community we are anxious that there should be fair arrangements for sharing the financial burdens of an enlarged Community. I am sure that it is in everyone's interest that these burdens should be shared equitably so as not to hinder the economic growth and development of individual Member States.

'In their recent report entitled "Britain and Europe" the Confederation of British Industry have laid great stress on this point. They are confident that the enlargement of the Common Market will provide great opportunities for industrial and commercial enterprise. This in turn should lead to faster and more sustained economic growth in all member countries. But the CBI have warned that these benefits will not be realized – or at any rate not so quickly or on so large a scale – if Britain is asked to assume too big a balance of payments burden as part of the price of entry.

'We believe that Britain can contribute greatly towards the new upsurge of economic activity which should result from enlargement of the Community. Naturally we also believe that Britain should get a fair share of the benefits of that upsurge. It will be the task of the negotiators to ensure that contributions and benefits are balanced in a just and equitable way.

'The British Government is confident that the negotiations will succeed. We shall do everything in our power to make them succeed.

'We could of course all go our separate ways confident in our own strength, the Six, Britain and other European Nations. But by doing so we would have missed the opportunity – an historic one I suggest – to make Europe stronger and more secure. This is an opportunity which none of us can surely afford to waste,'

Iceland to be EFTA member from March 1

ALL MEMBER GOVERNMENTS of the European Free Trade Association have now informed the Secretary-General of their formal approval of Iceland's accession to EFTA. As the Icelandic Government has already deposited its instrument of ratification, Iceland will therefore become a member of EFTA with effect from March 1.

Report on costs and revenue of national newspapers

ANSWERING A written Parliamentary Question on February 5 on the NBPI'S examination of the costs and revenue of national newspapers, Mr. Roy Mason, President of the Board of Trade, said:

'The NBPI's Report was published on February 5. The report makes valuable suggestions about how efficiency can be increased and industrial relations improved, which the Government commend to managements and unions and hope they will follow up constructively. We are considering the suggestion of a separate inquiry into distribution of newspapers and periodicals. We accept the NBPI's assessment of the extent to which price increases would be justified in 1970 and the timing of these increases will therefore now be for individual managements to decide in the light of the report and their judgment of the commercial situation.'

Note:

The reference to NBPI was made on September 19, 1969, jointly by the First Secretary and Secretary of State for Employment and Productivity and the Board of Trade. The NBPI Report No. 141 'Costs and revenue of national newspapers' is published as Cmnd. 4277, price 4s. 6d. from HMSO.

President replies to GLC on National Exhibition Centre site

A CALL FOR a Roskill-type commission or planning inquiry into the Government's decision* about siting a National Exhibition Centre in Birmingham was made at an emergency meeting of Greater London Council's Strategic Planning Committee on February 3. The committee urged the full council to support the plea by asking the Government to reconsider its decision. It also called for an urgent report on the feasibility of having the centre in London.

Dr. Gerard Vaughan, chairman of GLC's Strategic Planning Committee, informed Mr. Roy Mason, President of the Board of Trade, of the committee's action on February 3. Mr. Mason sent the following letter to Dr. Vaughan on February 5:

'Dear Doctor Vaughan, I feel bound to tell you of my own astonishment at what you describe as your "dismay and astonishment over my announcement in the House last week that the National Exhibition Centre would go to Birmingham" and my "statement that the GLC had not come up with any alternative proposals".

'You must have known when you wrote this that as long ago as 1967 the GLC withdrew their financial support for any proposed exhibition centre and that, on joining discussions with the Board of Trade from that date, Mr. Leslie Freeman of the GLC made it a condition of his participation that there was no commitment on the part of the GLC. In a very full discussion of the Birmingham proposals with Lord Brown on November 19, 1969, Mr. W. R. Cotton of the GLC maintained this position. He subsequently confirmed this in writing when he said that "GLC had made no financial provision for a project of this kind; there were many proposals in their Development Plan which would not be financed by the Council". Moreover, Mr. Plummer's letter of December 9 (which incidentally he sent not to me, but to my colleague Anthony Crosland) merely rehearsed again all the arguments that had been put forward at Lord Brown's meeting, and which were taken fully into account by me in reaching my decision; this letter again made no offer whatsoever of financial support from the GLC.

'As to sites in the London area, and in particular your mention of Covent Garden, I feel bound to stress that what industry sees as its need is one million square feet of covered exhibition space. This itself would call for a site of over 20 acres, without the acreage needed for at least 20,000 car-parking spaces and the acreage needed for all other essential facilities and eventual expansion; and the site would, of course, have to have reasonable access. (The Birmingham site has over 350 acres.) Apart from the time which would be necessary to acquire a suitable site, you will know that some at least of the London sites that have been mentioned could well cost over £1 million an acre. Moreover, and as you are well aware, virtually any site in the London area that has been, or might be, mentioned as a possibility for the exhibition centre would depend for its viability on office, or other type, development not associated with the exhibition centre itself. Not only would this run counter to HMG's planning policy with regard to development in the capital, but also to the stated policy of your own Council in regard to office development; you will know that your Council has found a number of the London proposals unacceptable on this score.

'You have referred to the great press interest and the general anxiety about this matter. In recognition of this, I am releasing this letter to the Press.

Yours sincerely,
Roy Mason.'

*The announcement was made by Mr. Roy Mason, President of the Board of Trade, in Parliament on January 28. See *Board of Trade Journal*, February 4, pages 285 and 287.

NEDC forecasts for investment and spending

REVISED ECONOMIC forecasts indicate that the national output could be at least £3,600 million higher by 1972, it emerged after the monthly meeting of the National Economic Development Council on February 4. The Government estimate that only about £70 million or 2 per cent of this amount would be required to improve the balance of payments, with the remaining 98 per cent available for higher capital investment and increased consumer spending.

Mr. Fred Catherwood, director-general of the Council, said national economic growth targets had been narrowed to a range of between 3.0 and 3.75 per cent a year up to 1972, after discussions within the National Economic Development Council in November and December. Taking the lower end of the scale, this would produce the £3,600 million increase by 1972.

The meeting considered a Treasury paper bringing up to date the figures in the former Department of Economic Affairs 1969 planning Green Paper, *The Task Ahead*. This projected a possible growth rate of between 2.9 and 4 per cent.

Exports of pigs and pigmeat

IN A WRITTEN reply to a question in Parliament on February 4, asking whether, in the interest of British manufactures of pigmeat products, he would take steps to check exports of pigs and pigmeat and whether he would make a statement, Mr. Cledwyn Hughes, Minister of Agriculture, Fisheries and Food, said:

'Because of the increased quantities of pigs and pigmeat being exported, the Government have concluded that some limitation must be placed on them in order to ensure that the objectives of the selective expansion programme are not affected and home supplies of pigmeat are maintained.

'Accordingly, we have decided to introduce a method of moderate control of the export of pigmeat and of pigs, other than those clearly intended for breeding, to all destinations except the Irish Republic. Live pigs except those exported from Northern Ireland are already subject to export control and control of pigmeat is now being introduced for fresh, chilled and frozen pork to all destinations except the Irish Republic. These controls will be kept under review and the potential export quantities can be adjusted in the light of the situation as it may develop. A detailed announcement on the controls is being issued today.'

Details of new arrangements

Pigs. Except exports from Northern Ireland to the Irish Republic, live pigs are already subject to export control for animal welfare reasons. All existing licences for pigs for fattening or slaughter will be revoked on February 22, 1970. Exporters wishing to export pigs, other than pigs for breeding, during the eight-week period from February 23 to April 19 are invited to submit applications for export licences to the Board of Trade not later than February 13. Aplications should be accompanied by a statement in as much detail as possible of the number of pigs for fattening or slaughter exported in the 12 months ending January 31, 1970. The existing arrangements permitting the export of pigs clearly intended for breeding will be continued.

Pigmeat. The Board of Trade made an Order on February 4, the Export of Goods (Control) (Amendment) Order, 1970, bringing fresh, chilled or frozen pork (excluding offals) under export control to all destinations except the Irish Republic from February 18, 1970. This control will not apply to bacon, ham or any pickled, salted or processed form of pigmeat.

For the 12 days from February 18 to March 1, 1970, inclusive export licences will be issued to permit reasonable quantities of exports in that period. Licence applications should be submitted at least seven days before shipment.

Exporters wishing to export pigmeat during the period March 2 to April 19 are invited to submit applications for export licences to the Board of Trade not later than February 20. Applications should be accompanied by a statement in as much detail as possible of the weight of pork exported in the 12 months ending January 31, 1970. In this connection exporters should be aware that it is an offence knowingly or recklessly to make any false statement in connection with an application for an export licence.

A further notice about exports of pigs and pigmeat after April 19, 1970 will be issued in due course.

Copies of the export of Goods (Control) (Amendment) Order, 1970, will be available shortly from HMSO.

General inquiries (other than press inquiries) about these changes should be addresed to the Board of Trade, Export Licensing Branch, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Ext. 2462 or 2787). All applications for licences should be submitted to the above address from which application forms can be obtained if necessary.

Application for removal of import duty on briar pipe bowls

THE BOARD OF TRADE are considering an application for the removal of the import duty on:

'Briar pipe bowls, with stems drilled to a bore of 4 mm. or less.' ex-tariff sub-heading 98.11(C).

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Requests for the statement, together with an undertaking in these terms, should be addressed to the Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than March 6, 1970.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing to the Board of Trade at the above address. Such representations in summarized form and without attribution to source may be passed to the applicant for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel, 01-222 7877, Ext. 2438).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

(Continued on next page)

APPLICATIONS FOR TEMPORARY EXEMPTION, *continued*

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 25.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.13	4-(1-Ethoxyvinyl)-3, 3, 5, 5-tertamethylcyclohexanone	3, 3, 5, 5-Tetramethyl 4 ethoxyvinyl 1 cyclohexanone	December 31, 1970	13375
29.26	Hexamine	As in previous column	December 31, 1970	13380
76.02	Rod of aluminium or of aluminium alloy containing not less than 95% by weight of aluminium, copper clad, the cladding comprising not less than 25% by weight nor more than 39% by weight of the whole, and of an overall diameter of not less than 6 millimetres and not more than 20 millimetres	Copper clad aluminium rod	December 31, 1970	10650

Note – Withdrawal of Application

Interested parties may wish to know that the application for temporary exemption from import duty of Cyclohexanone oxime (29.29) published on page 208 in the *Board of Trade Jounral* on July 23, 1969, has been withdrawn.

Note – Amendment of Definition

Interested parties will wish to know that an application has been received to amend the temporary exemption definition of Iron-nickel alloy wire (73.14) which was advertised in the *Board of Trade Journal* dated December 13, 1968, to the following:

73.14 Iron-nickel alloy wire, copper-clad and nickel-plated, having an overall diameter of not less than 400 microns and not more than 450 microns, the nickel plating being not less than 2 microns and not more than 15 microns in thickness; the whole containing not less than 20 per cent by weight of copper, not less than 25 per cent by weight of nickel and not less than 40 per cent by weight of iron, and having, when measured on an 0·20 metre length, a percentage elongation not less than 18 and not more than 25, and a tensile strength not less than 430 newtons per square millimetre and not more than 530 new tons per square millimetre, the rate of straining being 50 millimetres per minute.

Representations for or against the application should be made to the Board of Trade as indicated above.

NOTICES TO IMPORTERS

Issue and use of import licences

THE BOARD OF TRADE issued the following Notice to Importers No. 1283 'Import Licences' on February 10. The Board of Trade wish to bring to the notice of importers certain matters relating to the issue and use of import licences.

Sales of licences

Import licences are granted to enable the persons to whom they are issued to import goods to the quantity/value specified. If, for a consideration, a licence holder in effect allows an import licence to be used by and for the benefit of another trader, the transaction may be taken by the Board as grounds for revoking the licence in question and for refusing to grant any further import licences to the traders concerned.†

Transfer of ownership or reorganization of businesses holding import licences

Traders who wish to transfer to other ownership, by sale or any other means, businesses to which import licences have been issued are advised to consult the Board before any transaction is completed. The Board in such cases may wish to consider whether they can continue to grant licences to the business after change of ownership on the same basis as in the past, and, to this end, may require certain information about the terms of the proposed sale or transfer. Traders considering a reorganization of their business or trading group which might affect the way in which any import licence was used are also advised to inform the Board of Trade of the circumstances.

There is no 'entitlement' to an import licence, or to its automatic renewal. The possession of licences or the expectation of continuing to receive them should, therefore, not be regarded as assets of a busines which are available for disposal by sale, etc., in the way that the other assets are. This means, for example, that in the event of a liquidation or bankruptcy of a business the benefit of any import licence should not be offered to other persons for a consideration. Any such offer may be taken by the Board as grounds for revoking the licence in question.

Inspection of records

The Board reserve the right to make such inquiries as they think fit concerning any transaction arising from the use of existing or previous licences and to call for and examine such records and documents as they consider relevant. Such inquiries may be made without prior notice and as part of a random check.

General

The Board of Trade would not revoke a licence, or refuse to grant further import licences, in the circumstances described in this notice without giving the trader concerned, or his representative, reasonable opportunity to put his case for retaining a licence, or for being granted further licences, as the case may be.

†The Board are now advised that Notice to Importers No. 291 issued on June 15, 1948, was not strictly correct in saying that 'Both parties to the transaction (i.e.,"direct or indirect trafficin import licences") will render themselves liable to criminal proceedings.' The purported 'transfer' of an import licence does not authorize the 'transferee' to import goods. Goods imported in contravention of the *Import of Goods (Control) Order* 1954 without a necessary import licence are liable to forfeiture. It is an offence under section 45 of the Customs & Excise Act 1952 to import goods unlawfully with intent to evade the control and trafficking in licences may constitute evidence of such intent.

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place during January in the lists of Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958.

Licensed Dealers

Addition

R. W. Newman (t/a Nicolet Newman & Co.), Mariners, Westerham, Kent.

Deletion

Francis I. duPont (UK) Limited, 80 Bishopsgate, London, E.C.2.

Changes of name

The name of Fleming-Suez Limited has been changed to Fleming, Suez, Brown Brothers Limited.

The name of Roberts & Bentley Securities Limited has been changed to N. Bentley Securities Limited.

The name of A. Rosenthal & Partners Limited has been changed to Morris Wigram Rosenthal Limited.

Change of name and address

The name of Slater, Walker Limited has been changed to Slater, Walker Holdings Limited and the company's address is now 30 St. Paul's Churchyard, London, E.C.4.

Change of address

The address of N. J. E. Young, trading as Stock Market Analysts, is now Park House, 16 Finsbury Circus, London, E.C.2.

Exempted Dealers

Additions

National Westminster Bank Limited, 41 Lothbury, London, E.C.2.

Trade and Deposit Bank Limited, 107 Old Broad Street, London, E.C.2.

Deletions

District Bank Limited, 17 Spring Gardens, Manchester, 2.

National Provincial Bank Limited, Drapers Gardens, 12 Throgmorton Avenue, London, E.C.2.

Westminster Bank Limited, 41 Lothbury, London, E.C.2.

Change of name

The name of Ralli Brothers (Bankers) Limited has been changed to Slater, Walker Limited.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO,*

Authorized unit trust schemes

THE FOLLOWING AMENDMENTS have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers in Securities and of Unit Trusts.

Addition:

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Transatlantic and General Securities Company Limited, 91-99 New London Road, Chelmsford, Essex.	Glen Fund	Lloyds Bank Limited, 71 Lombard Street, London, E.C.2.

Changes:

The address of Intel Funds (Management) Limited has been changed to 15 Christopher Street, London, E.C.2.

The address of Transatlantic and General Securities Company Limited has been changed to 91-99 New London Road, Chemlsford, Essex.

Board of Trade restriction on insurance company

THE BOARD OF TRADE have issued a direction under Section 68 (I, of the Companies Act 1967 to Midland, Northern and Scottish Insurance Company Limited, Alpha House, 120 Kings Road, Reading Berks, that it shall cease taking on new insurance business as from February 3, 1970. This prohibition applies to renewal and variation of existing policies as well as to issue of new policies. It does not prevent the company discharging its liabilities under policies already in issue.

Note

The Midland, Northern and Scottish Insurance Company Limited carries on only motor vehicle insurance business and personal accident insurance business.

Restrictive Trade Practices Act

THE THIRD PARAGRAPH of the section 'Time for furnishing particulars' in the article on the Restrictive Trade Practices Act (*Board of Trade Journal*, February 4, page 281) referred to agreements of the kinds described in (i) and (iii) of the preceding section. This should read (i) and (ii) of the preceding section. The appendix to the Registrar's Guidance notes on the Restrictive Trade Practices Act was published in last week's *Board of Trade Journal* with an incorrect heading to the specified list of authorities. The following is the correct version:

APPENDIX

Agreements to which the Order does not apply.

Paragraph 1 of the Schedule relates to agreements in which all the provisions for or in relation to the furnishing of information relate exclusively to the supply of goods by export from the United Kingdom.

Paragraph 2(a) relates to agreements where the parties agree (or their trade association recommends) that they should separately and directly furnish information to a Government Department or to any of the other authorities specified in Part II of the Schedule and to no one else.

Paragraph 2(b) relates to agreements where the parties agree that they should separately and directly furnish information to a trade association or other agency for transmission to a Government Department or other specified authority. This exclusion ceases to apply if any information thus collected (or information based thereon) is to be circulated to any party to the agreement except:

(i) information which does not relate to any party other than the party to whom it is furnished; or

(ii) information which has been furnished to a specified authority at the written request of the authority and then only if in a form that prevents any information being identified (except by the party to whom it relates), as being information relating to any particular party.

Paragraph 2(c) relates to agreements whereby suppliers or processors of goods agree to furnish to one another information which has already been published in such manner that it is readily available to customers or prospective customers. This sub-paragraph also relates to the prices of goods sold at markets or other places where they are regularly offered for sale by a substantial number of sellers.

Paragraph 2(d) relates to agreements whereby the parties agree that they should separately and directly furnish information to a trade association or other agency and that the information or information based thereon is not to be furnished to any party before it has been published as described in 4 above.

Information agreements excluded by paragraph 2 of the Schedule are agreements which insofar as they contain provisions for or in relation to the furnishing of information contain only provisions of one or more of the kinds described in 2-5 above.

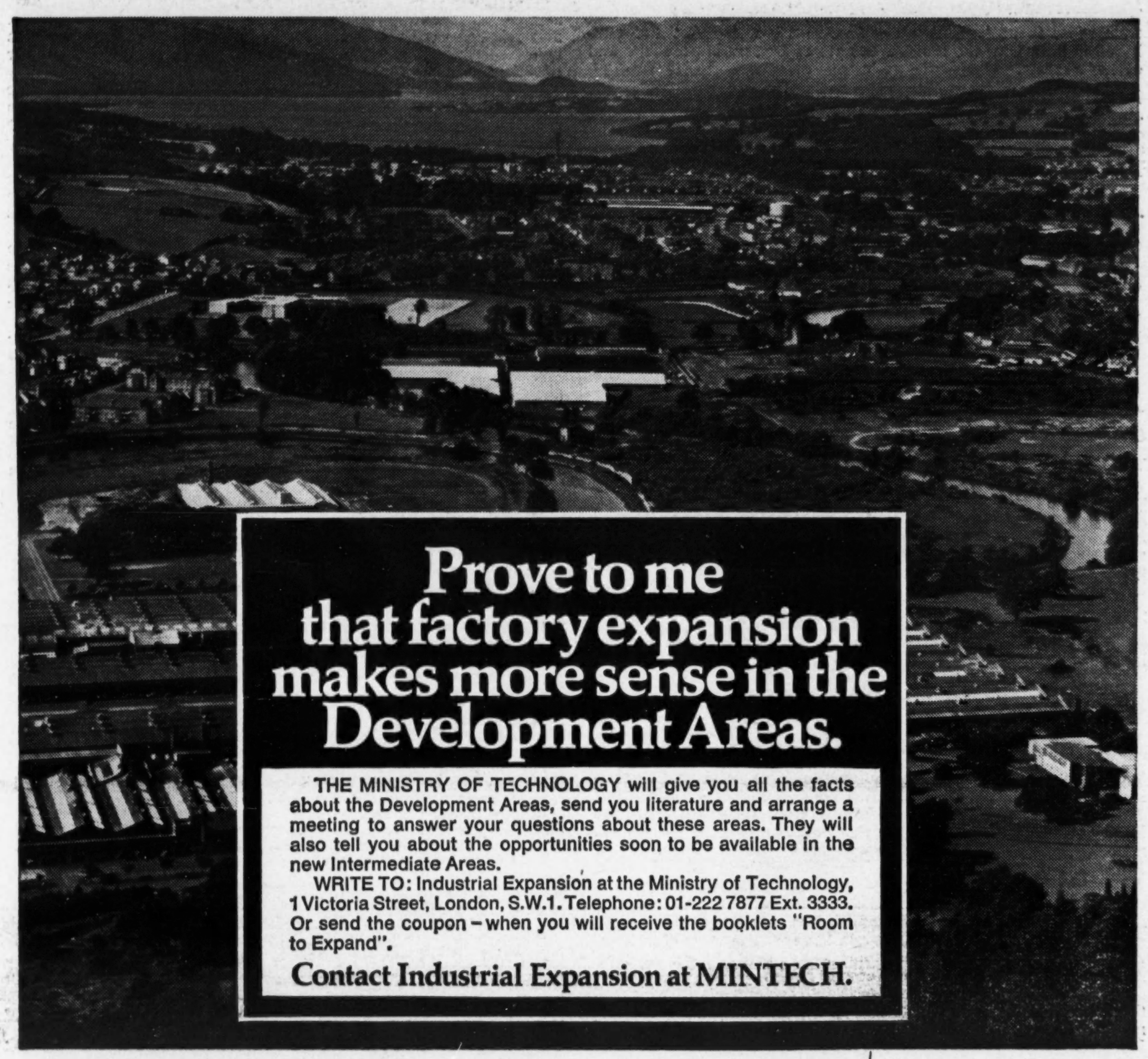
By Sections 7 and 8 of the 1956 Act certain agreements are exempted from registration, and by paragraph 3 of the Schedule any agreement which relates to the furnishing of information as an incidental matter in agreements so exempted is also to be exempt from registration.

Paragraphs 4 and 5 of the Schedule relate to certain agreements made by agricultural marketing boards and agreements where the only parties are the nationalized gas or electricity industries.

Authorities specified in Part II of the Schedule

1. Any Government Department (including any Department of the Government of Northern Ireland) and any Committee established by any such Department.
2. The National Economic Development Council and any of its Economic Development Committees.
3. The National Board for the Review of Government Contracts.
4. The National Board for Prices and Incomes.
5. The Industrial Reorganization Corporation.
6. The Monopolies Commission.
7. Any local authority as defined in section 66 of the Finance Act 1965(b).
8. The White Fish Authority.
9. The Herring Industry Board.
10. The Home-Grown Cereals Authority.
11. The Meat and Livestock Commission.
12. The Northern Ireland Livestock Marketing Commission.
13. The Central Council for Agricultural and Horticultural Co-operation.
14. The National Seed Development Organization.
15. The Sugar Board.
16. The Shipbuilding Industry Board.
17. The National Research Development Corporation.
18. The Metrication Board.
19. Any development council established under the Industrial Organization and Development Act 1947(a).
20. Any Royal Commission.
21. Any consultative council or committee or consumers' council established by Act of Parliament in relation to an industry carried on under national ownership.

Seen loading at Southampton, this Massey-Ferguson mobile training unit is to visit Malawi, Zambia, Tanzania, Uganda and Kenya in the coming months to provide farmers and others with on-the-spot instruction on the use and care of tractors and farm equipment. The training safari is believed to be the first of its kind ever undertaken in this part of Africa. Starting in late April, the 40-ft.-long unit and its two-man crew from Massey-Ferguson (Export) Ltd. will spend nearly six months travelling through the East African countries. It is fully equipped with training aids and can be used as a cinema, classroom or workshop.



Prove to me that factory expansion makes more sense in the Development Areas.

THE MINISTRY OF TECHNOLOGY will give you all the facts about the Development Areas, send you literature and arrange a meeting to answer your questions about these areas. They will also tell you about the opportunities soon to be available in the new Intermediate Areas.

WRITE TO: Industrial Expansion at the Ministry of Technology, 1 Victoria Street, London, S.W.1. Telephone: 01-222 7877 Ext. 3333. Or send the coupon – when you will receive the booklets "Room to Expand".

Contact Industrial Expansion at MINTECH.

Room to Expand

The Development Areas have the land you need. It makes sense to put your new factory in an area where you can plan your expansion rationally and efficiently. If you want proof of the advantages of the land and labour available, first discuss your requirements with the Ministry of Technology. They will then show you what the Development Areas have to offer, help you find a site or factory which will meet your needs, and arrange for you to meet people on the spot (including businessmen who have already made the move).

Financial note

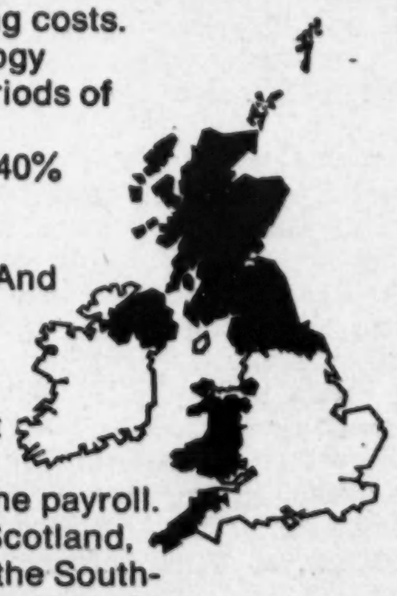
If you build a new factory you can get 25%, or even 35% of the building costs. There are also Ministry of Technology factories to rent – with rent-free periods of 2 or 5 years in some cases.

There are Investment Grants of 40% for new manufacturing plant and machinery.

There is more labour available. And for every man you train for a newly created job there is a grant of £10 per week.

There are Regional Employment Premiums of £97.10 p.a. (£78 p.a. from April 1970) for *every* man on the payroll.

The Development Areas are in Scotland, Wales, the North, Merseyside and the South-West. Benefits at higher rates are available in Northern Ireland.



To: "INDUSTRIAL EXPANSION",
Ministry of Technology,
1 Victoria Street, London, S.W.1.

Please send me "Room to Expand", the illustrated explanatory literature.

Name_____

Position in Company_____

_____

Company Name_____

Address_____

_____

_____

BTJ 33

Mr. Eric Varley visits new Honeywell factory in Scotland

MR. ERIC VARLEY, Minister of State, Ministry of Technology, visited a 200,000 sq. ft. factory at Uddingston, Lanarkshire, on February 3, recently occupied by Honeywell Ltd.'s Industrial Projects Group (IPG) which supplies instrumentation and controls for the process industries at home and overseas. Mr. Varley revealed plans for Honeywell Ltd. to expand into more factories in Lanarkshire. He said that the automation company would shortly move into a second ready-built plant at Uddingston and later occupying entirely new factories at nearby Bellshill.

'This long-term growth will make it possible for Honeywell to provide over 1,200 more jobs in Lanarkshire by the end of 1972,' he said. 'And this would then bring the labour force in the company's Scottish factories close to 7,000.'

As well as providing new jobs, the expanded manufacturing capacity will add still further to Honeywell's export potential. 'Currently,' said Mr. Ralph Price, chairman of Honeywell Ltd,, 'the company's Scottish-built products are exported to over 50 countries throughout the world. For example, the existing Uddingston factory is the major worldwide manufacturing centre for exports of the highly successful VutroniK range of miniature process control instrumentation. Between 40 and 50 per cent of the group's production at Uddingston is exported.'

United States firms plan major expansion in Northern Ireland

BERKSHIRE INTERNATIONAL (United Kingdom) Ltd., the first American-based company to open a factory in Northern Ireland, and its subsidiary Ulster Hosiery Ltd., are planning a 300-job expansion of their activities at Newtownards and Dundonald, Co. Down. The news was given on February 2 by Mr. Roy Bradford, Northern Ireland Minister of Commerce, following his industrial promotion visit to North America.

Berkshire, currently employing some 1,200 people at Newtownards on the production of ladies' hosiery and fully fashioned knitwear, plan to take over a nearby 57,000 sq. ft. Government factory. Knitwear production is to be increased and part of this will take place in the new factory, releasing space in the present factory for hosiery expansion. It is expected that by next year the total labour force at the two Newtownards plants will have risen to around 1,400.

Ulster Hosiery's development plans provide for the company's 30,000 sq. ft. factory at Dundonald to be doubled in size by 1971 with employment for about 100 more workers. This will bring the labour force at the Dundonald plant to almost 500.

Research and export promotion levy orders for wool textile industry

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, laid before Parliament on February 2 the drafts, of the Wool Textile Industry (Scientific Research Levy) Order, 1970, and the Wool Textile Industry (Export Promotion Levy) Order, 1970, which supersede the provisions of the Wool Textile Industry (Scientific Research Levy) Order, 1957, and the Wool Textile Industry (Export Promotion Levy) Order, 1957, as subsequently amended. After the date of the new Orders the provisions of the 1957 Orders, as amended, shall cease to impose any charge for any period after September 30, 1969.

The Orders follow discussions with the Wool Textile Delegation, and consultations with other bodies representing persons in the industry liable to pay levies. The National Association of Unions in the Textile Trade and the National Union of General and Municipal Workers both support the changes.

The major differences between the new Orders and those at present in operation are:

(a) the substitution of the Wool Industry Research Association for the Wool Textile Research Council as the body to which funds for scientific research are to be made available;
(b) the inclusion in the levy schemes of processes using man-made fibres when carried out by a person carrying on the business of manufacturing wool textiles;
(c) the substitution of a charge based upon emolument of wage earners and salaried staff for the charge based on employment units;
(d) a change in the rate of levy charged on weight of fibre supplied.

The Orders were laid before Parliament for approval by a resolution of each House in accordance with Section 9 (9) of the Industrial Organization and Development Act, 1947, as amended by the Minister of Technology Order, 1969.

Copies of the draft Orders are obtainable, price 1s., from HMSO, 49 High Holborn, London, W.C.1, and branches (by post, price 1s. 4d., from HMSO, PO Box 569, London, S.E.1).

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed transactions to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

1. Proposed acquisition by Duport Limited of Slumberland Group Limited.
2. Proposed acquisition by British Ropes Limited of Binks Brothers Limited.

'Employment and Productivity Gazette'

'THE COST of equal pay', 'Changes in rates of wages and hours of work in 1969' are two of the articles appearing in the issue of *Employment and Productivity Gazette*. This issue also contains an article giving provisional figures for the stoppages of work due to industrial disputes in 1969.

Employment and Productivity Gazette is published by the Department of Employment and Productivity, 8 St. James's Square, London, S.W.1.

Mintech takes over NCQR subsidy

RESPONSIBILITY for government financial support of the National Council for Quality and Reliability will be assumed at the beginning of the next financial year by the Ministry of Technology, from the Department of Employment and Productivity.

A report by independent consultants on the future role and organization of NCQR was recently commissioned by the Government, and a separate report has been prepared by the Council itself evaluating its activities and making recommendations for the future.

The National Council for Quality and Reliability was set up in 1961, to promote a national appreciation of the importance of quality and relibaility in British products and services, to assist organizations in correlating their quality and reliability activities, and to act as a central source of information. NCQR was jointly responsible for the 'Quality and Reliability Year'.

Since its formation, NCQR has been serviced by the British Productivity Council through which financial support from the Government has been channelled.

Foreign test houses approved for car equipment in United States

THE BRITISH STANDARDS Institution has received notification that the American Association of Motor Vehicles Administrators have agreed to accept the reports of approved foreign test houses in the country of origin of motor vehicle equipment exported to the United States.

The decision concerns safety belts, electrical equipment, emergency warning devices, windshield wiper equipment and 22 other items such as brake fluids. The BSI say that it will have an effect on all car and vehicle exporters in this country and a large proportion of Britain's accessory manufacturers. Until this decision the sole sources of approval in the United States were domestic tests stations, principally the Electrical Test Laboratory, an independent, profit-making test house. But delays have been mounting and approval of some car equipment has been taking a very long time. There have also been the cost and delays involved in sending equipment to the States for acceptance. The approval of foreign test houses to act as agencies for the AAMVA will do a great deal to alleviate these delays.

Aviation and Shipping

£25 million air traffic control system for Britain

THE FIRST stage in a £25 million major development in Britain's air traffic control system will be introduced during 1971. Code-named Mediator it will provide very greatly improved facilities for the safe and uneventful flow of aircraft over the United Kingdom.

Mr Roy Mason, President of the Board of Trade, announced. this on February 4 during a visit to the College of Air Traffic Control and Air Traffic Control Evaluation Unit at Bournemouth Airport where the first training course for Mediator was held last week.

Over the next 18 weeks 300 experienced air traffic controllers will attend intensive one-week courses at Bournemouth. They will be instructed in the new skills necessary for operating the improved system.

Mediator will eventually replace the present wholly manual system of air traffic control. It will automate the supply, storing and display of flight information by the use of computers and will become a fully integrated civil/military operation.

In a later stage Mediator will be able to advise which aircraft are on collision paths and to offer solutions to prevent them.

'Britain's skies are becoming increasingly crowded each year as flying grows in popularity. Britain is holding its place', said Mr. Mason, 'as the Clapham Junction of the air. In addition to scheduled and charter services Britain has to cater for military movements, air taxi operations, private and business flying, and the sporting enthusiast in his light aircraft or glider.

'All this activity means more use of the air space. Last year over 1¼ million civil movements and 2q million military movements were totted up.'

This, said Mr. Mason, was the background against which recent reports of air misses had to be weighed. He paid tribute to London controllers who handled 2,000 movements in one day last year, an all-time record. To Manchester (Preston) controllers who handled 13,000 movements over one point, Lichfield, in one month. To, Prestwick Oceanic Control Centre which handled 500 Atlantic flights on peaks days last year, a 20 per cent increase. And to West Drayton (Middlesex) controllers who handle all incoming and outgoing aircraft over south-east England, who returned a record 70,000 movements last August.

The Mediator complex will be situated at West Drayton, but there will be a sub-centre at Manchester, and major developments in Scotland at Prestwick.

The development of the system will be not only of benefit to Britain for advances in electronics, in telecommunications, in secondary and primary radars, in display systems and on-line data processing are of world-wide interest and application. British industry, said Mr. Mason, is very well placed to export air traffic control electronic equipment. Several countries have shown interest in the Mediator development.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel,* 01-222 7877, *Ext.* 2479/2480).

Changes in Government aid to airline pilot training

MR. ROY MASON, President of the Board of Trade, announced in the House of Commons on February 6 that the Board of Trade would continue to provide financial support to the College of Air Training, though at a reduced level from April 1, 1970. He also announced that he was satisfied that the scheme under which the Board of Trade paid part of the cost of training of selected students attending other approved courses had now, after five years' operation, served its original purpose and that the Government would, therefore, bring it to an end from April 1, 1970.

Mr. Mason pointed out that the latter scheme had been intended to cover a period during which schools would be introducing improved facilities and standards. Aid to the College of Air Training, on the other hand, was more longstanding and its objectives were wider.

By the end of 1969, 616 pilots had graduated from the College of Air Training. Under the scheme for training at other schools, 373 pilots have graduated and a further 80 are still receiving training.

Notes: The College of Air Training, Hamble, is jointly sponsored by BOAC, BEA and the Board of Trade. Since it opened in 1960 Government support to the Air Training College has amounted to approximately £1.2 million. In recent years the average annual rate of support has been £175,000. From April 1, 1970, the level of support is to be stabilized at £100,000 per annum subject to further review in three years' time.

In 1962 the Government announced a decision to extend support of pilot training at establishments other than the College which provided approved courses. This support was to be an interim measure while standards and facilities at these establishments were being improved. Courses at Airwork Services Training, Perth, the Oxford Air Training School and the Northern Air School, Carlisle, were approved.

The basis of support for pilot training at these establishments was the payment by the Government of approximately 25 per cent of training costs of students jointly sponsored by the Board of Trade and an airline.

Total Government assistance towards the cost of training pilots at these centres since 1965/66 amounts to approximately £450,000. The greatest use of the scheme has been made by BOAC and BEA (who also use the College of Air Training). To a less extent it has also been used by a few independent airlines.

Committee of Inquiry into Shipping

MR. ROY MASON, President of the Board of Trade, announced in Parliament on February 5 that he had received the Report of the Rochdale Committee of Inquiry into Shipping. The President said the Report would be printed and published as soon as possible.

Notes:

It was announced from No. 10 Downing Street on June 16, 1966 that the Government would set up a Committee to inquire into the structure, organization and related questions of the shipping industry.

The terms of reference are:

'To review, in the light of current commercial and technological development, the organization and structure of the United Kingdom shipping industry, its methods of operation and any other factors which affect its efficiency and competitiveness and to recommend what action should be taken by shipowners, seafarers and Government, to bring about changes which would improve the position of the industry in these respects.'

The committee was concerned primarily with the shipping activities of persons resident in the United Kingdom, though it could take into account, to the extent that it found them relevant, similar activities of other persons in respect of any ship registered in the United Kingdom. The committee was to have regard to the international character of the industry including the effects of the actions and regulations of foreign and other Commonwealth Governments and to the nature of the relations between Governments on shipping matters. The committee also took account of the first and subsequent reports of Lord Pearson's Court of Inquiry into certain matters concerning the shipping industry.

The members of the committee are: Viscount Rochdale, chairman; Professor A. D. Campbell, Department of Economics, Queen's College, University of St. Andrews; Mr. J. A. Peel, general secretary of the National Union of Dyers, Bleachers and Textile Workers; Mr. R. G. Leach, partner in Peat Marwick Mitchell & Co.; M. A. Siddall, director of Joseph Lucas (Electrical) Ltd.; Mr. R. G. Soothill, chairman of Turner and Newall Ltd.

Sir John Nicholson, chairman of The Ocean Steam Ship Co., addresses delegates at the Merseyside Productivity Association's conference held in Liverpool, on January 30. The conference was the fourth in a series of annual conferences dealing with the port industry. The object of this series of conferences is to make available to the Merseyside business community up-to-date information concerning developments in the port industry both on Merseyside and elsewhere.

Merchant Navy eyesight tests

REPLYING TO A question in the House of Commons on February 4 Mr. Goronwy Roberts, Minister of State, Board of Trade, said tha he had received the report of the Committee to review the Board of Trade sight test standards for Merchant Navy and Fishing Fleet personnel. The advice given by the Committee was acceptable to the Board of Trade and to the other departments concerned with the fishing industry. Consultations would take place with a view to implementing the Committee's proposals.

Notes

The Committee under the chairmanship of Mr. John Naisby, Q.C., was set up on November 20, 1968, to review the Board of Trade sight tests and to advise whether any alterations were desirable.

The main recommendations which depart from the previous practice are:

(a) The sight tests may now be taken by candidates wearing spectacles or contact lenses. Previously artificial aids to vision were not allowed. Candidates should obtain a standard form of vision of 6/6 in one eye and 6/9 in the other. If artificial aids are worn there must be a minimum standard of 6/12-6/24 of unaided vision.

(b) Each eye should be tested separately. This will mean that a person sighted in one eye only will not be able to obtain a first certificate of competency as a deck officer or able seaman.

(e) Officers holding certificates of competency should have their vision re-tested at five-yearly intervals. There is at present no requirement for periodic re-testing. This only occurs when a candidate presents himself for a higher certificate.

(d) Charts used for tests should be replaced by those approved by the British Standards Institution.

(e) An examination by Ishihara plates should precede the lantern test as an additional means of testing colour vision.

(f) Candidates for the able seaman certificate should be required to take the sight test. At present they are not required to do so.

Copies of the Report 'Sight Tests for Seafarers' may be obtained from HMSO, price 2s. 3d. (by post 2s. 7d.).

Closure of PLA Customs Entry Section

THE PORT of London Authority's Customs Entry Section is to be closed at the end of March as a further step in the Authority's current programme of reorganization and rationalization.

The section, which is part of the PLA's Marketing Department in its head office, will not be available from March 23 and the staff will be redeployed under a departmental reorganization plan. This means that the section will no longer be available to accept any instructions for the preparation of entries, bills of lading for release, notices requesting immediate delivery terms, verbal requests for telephoning releases to the docks nor documents of any kind for transmission to the docks. Also, from March 23 the PLA's Head Office will no longer be able to accept late entries at present covered by the conditions of quay or immediate delivery rates.

The PLA is advising importers to make alternative arrangements for the release of bills of lading and for the preparation of Customs entries. It is suggesting that they finalize a new system well in advance of March 20. From that date all documents, including bills of lading and completed customs entries, will be required to be sent direct to the docks manager of the dock of discharge.

The various dock managers are also making arrangements for officers within the docks to attend to requests for warehousing facilities. These requests are at present dealt with by the Marketing Department and the only alteration after March 23 will be that requests will have to be directed to the individual docks concerned.

PLA's Birmingham office to close

THE PORT of London Authority announce that in view of the improved road, rail and air connections existing throughout the United Kingdom it has been decided to concentrate all marketing and trade development activity within the reorganized department centralized in London.

The Authority's office at Chamber of Commerce House, Harborne Road, Birmingham 15, will therefore be closed at the end of the working day on March 31, and all correspondence, telephone calls and inquiries should thereafter be made to the Marketing Manager, Port of London Authority, Trinity Square, London, E.C.3 (Tel. 01-481 2000).

Publication by Commission on the Third London Airport

Results of research team's investigations

THE COMMISSION on the Third London Airport has published the results of its Research Team's investigations into the four short-listed sites. The short-listed sites are Cublington (Wing), Foulness (offshore), Nuthampstead and Thurleigh (Bedford).

The investigations, Vol. VII, Part 2, which is published with a re-issue of Part 1; and Part 3, in the Commission's Papers and Proceedings' series, are available from HMSO, 49 High Holborn, London, W.C.1, prices £4 4s. and £4 15s., or by post price 4s. 6d. extra if ordered separately or together from HMSO, PO Box 569, London, S.E.1.

Publication of special commissioned studies

The Commission has also published further results of the detailed investigations carried out during the research stage of its work. The study, 'Urbanization', Vol. VIII, Part 1, in the Commission's 'Papers and Proceedings' series, is available from HMSO, 49 High Holborn, London, W.C.1, price £4.

On February 4 the Commission published the last of the results of the specially commissioned studies carried out during the research stage of its work.

The studies deal with: Unconventional mass transit systems; a feasibility study on house-building output rates for a third London airport; the assessment of the agricultural implications of a third London airport; bird strike hazard at Foulness.

The studies, Vol. VIII, Part 2, Section 3, in the Commission's 'Papers and Proceedings' series are available from HMSO, price £1 7s., or by post price £1 8s.

Publication of local hearing evidence on Cublington (Wing) and Nuthampstead

THE COMMISSION on the Third London Airport have arranged for the publication of the oral and written evidence which was given at the Nuthampstead local hearing at Royston in June 1969 and at the Cublington (Wing) local hearing held at Aylesbury in July 1969.

The Nuthampstead evidence, in a booklet entitled 'Papers and Proceedings Vol. IV – Stage II Local Hearings – Nuthampstead,' is available from HMSO, 49 High Holborn, London, W.C.1, price £4 10s., or by post price £4 14s. 6d. from HMSO, PO Box 569, London, S.E.1.

The Cublington evidence, in a booklet entitled 'Papers and Proceedings Vol. V – Stage II Local Hearings – Cublington', is available from HMSO, price £9, or by post, price £9 4s. 6d.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

WEDNESDAY, JANUARY 21

Public Expenditure (White Paper)

The two-day debate on the White Paper, Public Expenditure 1968-69 to 1973-74 is reported in *Hansard*.

Hotel building

In reply to a Member who asked what was the number of hotels built, extended and modernized in each of the years from 1964 to 1968, inclusive, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade said that no official figures were available, but for the years 1965 to 1968 the British Travel Association made the following estimates:

	1965	1966	1967	1968
Numbers of hotels:				
Built	107	52	52	61
Extended or Modernized		Not available		
Thousands of additional beds provided in hotels				
Built	5·3	3·2	3·8	3·25
Extended or Modernized		2·1	1·2	1·65

These figures related to Great Britain only. No estimates were available for 1964.

Hotel investment

A Member asked what was the value of investment in new building, extension and modernization by the hotel and catering industry in each of the years from 1964 to 1968, inclusive. Mrs. Dunwoody said estimates of capital expenditure by the catering industry (including hotels and registered clubs) on new buildings, extensions, and improvements to buildings in the years 1964 to 1967 were:

	£ million
1964	57·0
1965	48·6
1966	48·7
1967	50·9

Figures for 1968 were not yet available. Capital expenditure on hotel and catering premises by businesses classified to other industries (e.g. property owning or brewing) was not included in these estimates. Unlicenced hotels and boarding houses and other smaller establishments offering residential accommodation were also excluded.

FRIDAY, JANUARY 30

Inertia Selling Bill

Mrs. Dunwoody, spoke during the second reading of the Inertia Selling Bill (*Hansard*, col. 1879 to 1945.)

Import duty on reinforcing steel

A Member asked whether the President of the Board of Trade would consider removing on a temporary basis the present import duty imposed on reinforcing steel, in view of the serious shortage of that commodity in this country. Mrs. Dunwoody replied: 'I understand that some firms have experienced difficulties in obtaining supplies, and we are always prepared to consider suspending a duty on application for a domestic industry when it is supported by evidence that duty-free supplies from the United Kingdom and Commonwealth preference area fall substantially short of United Kingdom demand, and that the duty represents a serious burden on users which could be removed without detriment to other interests. I have, however, no evidence that this is the case at present.'

MONDAY, FEBRUARY 2

Export Guarantees and Payments Bill

Mr. Roy Mason, President of the Board of Trade spoke during the second reading of the Exports Guarantees and Payments Bill (*Hansard*, cols. 34 to 76).

Films Bill

Mrs. Dunwoody spoke during the second reading of the Films Bill (*Hansard*, cols. 76 to 143).

Anglo-Japanese trade

The President spoke during the debate on Anglo-Japanese trade (*Hansard*, cols. 144 to 158).

Industrial development

Mr. Eric Varley, Minister of State, Ministry of Technology, answered questions on industrial development in Gateshead and Nottinghamshire.

WEDNESDAY, FEBRUARY 4

Smiths Industries and Courtaulds

Asked whether steps would be taken to require Smiths Industries and Courtaulds and their subsidiaries to conform to the requirements of Section 17 of the Companies Act 1967, Mrs. Dunwoody said: 'The directors of Smiths Industries and the directors of Courtaulds respectively have given in their report information about the company and its subsidiaries which, in my opinion, complies with the requirements of Section 17 of the Companies Act 1967.'

Bankruptcy petitions

A Member asked how many bankruptcy petitions and how many voluntary liquidations there were in 1958, 1960, 1964, 1966, 1968 and 1969. Mrs. Dunwoody gave the following information:

Year	Bankruptcy Petitions	Receiving Orders and Administration Orders	Members' Voluntary Liquidations	Creditors' Voluntary Liquidations	Total Voluntary Liquidations
1958	2,813	2,337	2,072	905	2,977
1960	3,228	2,944	2,689	1,038	3,727
1964	4,181	3,552	3,051	1,383	4,434
1966	4,732	3,862	8,190	2,322	10,512
1968	5,104	4,150	6,108	2,109	8,217
1969	Not yet available	4,549p	4,970p	2,329p	7,299p

p Provisional figures

The figures for 1962 are as follows:

1962	4,997	4,273	2,713	1,478	4,191

Bankrupt farmers

A Member asked how many farmers had gone bankrupt in each of the last 10 years. Mrs. Dunwoody gave the following information:

	Receiving Orders and Administration Orders		Deeds of Arrangement
	(a)*	(b) *	(a)* and (b)*
1959	131	34	32
1960	135	19	19
1961	190	30	38
1962	222	47	47
1963	194	38	37
1964	142	24	29
1965	150	37	17
1966	155	49	30
1967	166	39	27
1968	119	37	18
1969 (prov.)	108	43	31

*The figures relate to (a) farmers (not fruit) and stock rearers and (b) market gardeners, fruit, flower and seed growers; and are for England and Wales.

Industrial development

Mr. Varley answered questions on industrial development in the Nuneaton, Bedworth and Coventry areas and in West Cumberland.

THURSDAY, FEBRUARY 5

NBPI report on newspaper costs

A Member asked if the National Board for Prices and Incomes had completed their examination of the costs and revenue of national newspapers (*See page* 344 *for answer*)

A further question concerned the action proposed as regards the proposal for a further increase in price of the *Guardian* newspaper of 33⅓ per cent. Mr. Mason answered that under the voluntary early warning arrangements the *Guardian* notified the Board of Trade that they proposed to make a price increase; he continued: 'Having regard to the facts of the case, we did not raise objection to the proposed increase. As regards the second part of the question, I would refer my hon. Friend to the Report of the National Board for Prices and Incomes on the costs and revenue of national newspapers published today (Cmnd. 4277) and to my Answer today to my hon. Friend the Member for Billericay.'

FRIDAY, FEBRUARY 6

National Exhibition Centre

Asked what bodies had made representations to him in the last two years on the siting of the National Exhibition Centre, Mr. Mason said he had received representations from trade associations, chambers of commerce, local authorities, the Confederation of British Industry and the Operatives' Side of the National Joint Council for the Exhibition Industry. The President was also asked how much the Governments' contribution would be to the cost of siting the National Exhibition Centre in Birmingham. He replied: 'Subject to my final approval of the Birmingham scheme, the Board of Trade will make available up to £1.5 million towards the cost of the project.'

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

MONDAY, JANUARY 26

Accidents to lifeboats

A Member asked how many accidents to lifeboats had occurred in each of the past 10 years; how many of these accidents had involved the capsizing of the vessels; and what machinery of administration was provided for reviewing the construction of these vessels. Mr. Goronwy Roberts, Minister of State, Board of Trade, answered that apart from the recent accident to the Fraserburgh lifeboat, two accidents had occurred to Royal National Lifeboat Institution lifeboats in the last 10 years; one in 1969 (Longhope) and the other in 1962 (Seaham); both boats capsized. The design and construction of the Institution's lifeboats were kept under constant review by their qualified consultants and their own naval architects' department in order to keep pace with technical developments.

Replying to a suggestion that the Board of Trade should sponsor a study by a suitably qualified research organization into the construction and stability of lifeboats, Mr. Roberts said: 'The construction and stability of lifeboats operated by the Royal National Lifeboat Institution are, I understand, fully investigated by the Institution's consultant naval architects and their own naval architects' department at all stages of development, design and construction.

'I am willing, however, to consider in conjunction with the RNLI whether there would be any benefit in adopting the hon. Member's suggestion.'

Concorde

Answering questions on the Concorde programme, Mr. Anthony Wedgwood Benn, Minister of Technology, said: 'The two Concorde prototypes have now completed 200 hours of flight testing, at Mach numbers up to 1.5. Prototype 002 will resume flying shortly in preparation for flight tests at cruising speed. The results of the tests continue to be satisfactory.'

Several other questions were asked about the cost, noise and flight routes of Concorde. Asked to give the total expenditure on the aircraft, Mr. Wedgwood Benn said: 'The latest basic estimate is now £730 million at October 1969 prices; identical in money terms with the estimate. Within this total the United Kingdom share has increased from £340 million to £350 million, of which some £200 million has now been spent. The French share has shown a corresponding decrease, reflecting the effect of the devaluation of the franc. I shall circulate further details in the Official Report.

'The basic estimate does not include a contingency allowance for major unforseeable difficulties. Nor does it include any allowance for certain improvements to the propulsion system now under consideration (which we consider likely to be necessary). The cost of these improvements cannot be assessed until the manufacturers have completed their studies, but they will be within the margin of 15 per cent of the basic estimate which was mentioned to the House on May 21, 1969.

'On the production side authorizations now stand at £8.8 million for current expenditure and £7.6 million for capital expenditure.'

Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, told a Member that, in terms of 1962 prices, the escalation in the cost of research and development carried out on Concorde in Great Britain and France had been almost identical.

Mr. Wedgwood Benn told another Member that the Government hoped to recover some part of the development cost. The precise amount would depend on the level of sales achieved. It was difficult to give an estimate of this because it depended on a number of factors which were necessarily still uncertain.

A Member asked what action the Minister of Technology had taken to prepare the people living in the Scottish Highlands and Islands, Northern Ireland, the Isle of Man, Wales and Devon and Cornwall for the sonic bangs soon to be tested in their areas; and if he would offer compensation for loss of amenity and for noise in addition to that for damage to property and persons. Mr. Carmichael said officials had discussed the proposed Concorde test route with the administrative authorities in these areas. Compensation would be paid only for damage caused directly by sonic bangs.

On the same subject, a Member stated that the French Government had paid £143,000 in claims for damages by sonic bangs and that accidents caused by these bangs have caused the deaths of 13 people. He asked if these matters would be taken into account before proceeding further with the Concorde production programme. Mr. Carmichael said: 'I understand that the French Government did pay the sum mentioned in compensation for damage caused by sonic bangs. Their investigations, however, did not reveal that any deaths were directly caused by sonic bangs.'

Mr. Carmichael said that preliminary measurements have confirmed the Ministry's predictions about Concorde's sonic boom. Disturbance to the public would be one of the factors the Government would take into account when considering what restrictions should be imposed on commercial supersonic flight over the United Kingdom.

Asked whether the proposed flight path of the Concorde aircraft crossed Northern Ireland; and what steps were being taken to advise the public, Mr. Carmichael said: 'The proposed Concorde test route does not cross Northern Ireland, but parts of Antrim and County Down would be within the area affected by sonic booms. Officials have discussed the proposed route with the Northern Ireland authorities concerned. My right hon. Friend hopes to make a statement about the test route shortly.'

TUESDAY, JANUARY 27

Trawler safety

Mr. Roberts published tables giving the number of fishermen who were lost at sea and died of injuries received while at sea in the inshore, middle and distant water fishing fleets, in England, Scotland and Wales in each of the past five years.

WEDNESDAY, JANUARY 28

Charter flights

A Member asked if representations would be made to the Government of the Netherlands in regard to the refund or revocation of traffic rights to British charter flights operating flights from the United Kingdom to the Netherlands under licences granted by the Air Transport Licensing Board, Mr. Roberts said, 'The only refusal of operating permission, of which I know, was for a proposed series of one-day shopping charter flights from the Netherlands to this country. We took this up with the Netherlands aeronautical authorities who pursue a generally liberal policy on charters. They do not, however, permit inclusive tour charters from the Netherlands of less than seven days' duration if scheduled services are available, and have not felt able to alter their policy in this case.'

Aircraft noise

A Member asked whether, in view of the inaccuracy of existing methods and indices of aircraft measurement a comparative investigation of NNI, ICN and LNP could be instituted with a view to adopting the most satisfactory, or of evolving a new measurement capable of producing an accurate measurement of noise nuisance which would take into account the degree of pollution, and the number of persons suffering annoyance. In reply Mr. Roberts said, 'There are very many indices of aircraft noise exposure used or proposed for different purposes, and research continues in this country and abroad to improve the way disturbance to the public can be measured. The Noise and Number Index (NNI), unlike many others, is firmly based on sociological investigations; and if further research shows the need to modify it, this will be done.'

Runway extension

Replying to a Member who asked if negotiations could be commenced for the purchase of land, to add a further 1,000 feet to the runway at Aldergrove Airport, extending its length to 8,000 feet, Mr. Roberts replied that the main runway, which was 6,000 feet long, could be extended eastwards by 800 feet within the existing airport boundary. Negotiations were in progress for the purchase of additional land which would enable the runway to be extended by afurther 1,500 feet as, and when, necessary.

LAP congestion

Asked by a Member if a statement could be made on congestion at London Airport, Mr. Roberts said, 'As with other modes of transport, the facilities at Heathrow tend to be congested at peak periods but, given the continuing investment in facilities there, I have no reason to suppose that a serious problem exists for the time being. It is the task of the Commission on the Third London Airport to advise on the location, and timing, of additional capacity in the longer term.'

Coastal site

A Member asked at what stage it was expected that the submissions and evidence taken into account by the Roskill Commission in their selection of one coastal site for consideration at London's third airport would be published. Mr. Roberts replied that it was for the Commission to decide what evidence should be published in advance of its final report. This report, which was expected in the latter part of this year, would cover all stages of the Commission's work, including the initial site selection stage. The Commission had already published a considerable amount of evidence taken during Stages I and II of

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

its work: evidence from Stage III was now being published and would all be available by the end of January.

Radar for Turnhouse

A Member asked when it was expected that radar would be installed at Turnhouse Airport, Edinburgh. Mr. Roberts replied that it was planned to have the radar in operation before the Commonwealth Games began on July 15, 1970. So far, the programme to achieve this was proceeding satisfactorily.

FRIDAY, JANUARY 30

Hi-jacking of aircraft

Mr. Roberts was asked what proposals had been made by HM Government to the International Civil Aviation Organization for dealing with the problem of hi-jacking of aircraft. He replied that the United Kingdom joined with other Members of the Council of the International Civil Aviation Organization in an initiative which led to the establishment by the Council of a special Committee on Unlawful Interference with International Civil Aviation; the United Kingdom representative on the Council was a member of that Committee. HM Government was also playing a leading part in the development by the Legal Committee of ICAO of a new Convention dealing specifically with the treatment of hi-jackers and the consequences of their actions.

Asked further what was the policy of HM Government with regard to hi-jacked aircraft which may land at United Kingdom airports, and with regard to the persons responsible for hi-jacking, Mr. Roberts said: "HM Government would take appropriate measures in accordance with the provisions of the Tokyo Convention and consistent with the safety of passengers and crew to restore control of the aircraft, permit its passengers and crew to continue their journey as soon as practicable, and return the aircraft and its cargo to those lawfully entitled to possession. The action taken against the hi-jacker would necessarily depend on the circumstances of the case but consideration would be given to prosecuting him for any offence over which the United Kingdom had jurisdiction or to any request for his extradition.'

Flight time limitations

Mr. Roberts was asked what progress was being made with his review of flight time limitations; whether he had yet decided to include surface travel within the definition of duty period. He answered that the review was still in progress and initial consideration had been given to all comments received including those relating to surface travel and the definition of duty time, but no decision had yet been taken.

Renewal of lifeboats

A Member asked if sufficient financial assistance would be provided with regard to the replacement of lifeboats so that those responsible were enabled to make a free choice as regards type and variety, unrestricted by financial considerations. 'The Royal National Life-boat Institution is responsible for the Lifeboat Service and has not asked for financial assistance,' replied Mr. Roberts. 'I understand that should the need arise the Institution would consider making such an approach but would seek to maintain the voluntary nature of the Institution.'

MONDAY, FEBRUARY 2

Concorde

Mr. Carmichael was asked how many production models of Concorde had been ordered; where they were being built; and when they would be completed. He said the British and French Governments had jointly authorized the firms to begin work on six production aircraft, of which three were being assembled in France and three in Britain. These aircraft were due to be completed during 1972 and 1973.

Beagle Aircraft

'HM Government holds a debenture in respect of £250,000 of its loans to Beagle Aircraft Ltd.,' said Mr. Carmichael in reply to a question.

Answering a suggestion that Shoreham Airport, which is owned by the Brighton, Hove and Worthing Joint Airport Committee but is let until August 1970 to the now bankrupt Beagle Aircraft 1968 Limited, should revert after that date, or before, to its owners so that it could be operated as a municipal airport in West Sussex, and a request for a statement on the present position of the Beagle Aircraft 1968 lease from the Joint Municipal Airport Committee in respect of Shoreham Airport. Mr. Goronwy Roberts, Minister of State, Board of Trade, said: 'We have no power to intervene in the manner suggested, but I understand that the Joint Airport Committee is in touch with the Receiver about the future of the aerodrome.'

TUESDAY, FEBRUARY 3

Hydrofoil craft

Asked how much was spent by the Ministry of Technology inter and extra-murally during the last 12 months on research and development into hydrofoil craft, Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, said during 1969 intra-mural work costing about £4,000 and extra-mural work costing about £20,000 was directly attributable to hydrofoil research and development. 3/2

Aerospace exports and imports

Mr. Neil Carmichael was asked to publish in the Official Report the figures for British aerospace exports and imports on an annual basis for the years 1964 to 1969 inclusive; and to indicate separately United Kingdom exports to and imports from the United States, excluding from these figures any exports of British equipment for installation in United States manufactured aircraft for export to the United Kingdom. He said information on United Kingdom imports and exports of aircraft and parts and engines and parts is published in the following:

1964 Annual Statement of Trade Volume 1, pages 46, 54, 97, 111
1965 Annual Statement of Trade Volume 1, pages 57, 68, 119, 136
1966 Annual Statement of Trade Volume 1, pages 49, 59, 104, 119
1967 Annual Statement of Trade Volume 1, pages 52, 64, 112, 129
1968 Annual Statement of Trade Volume 1, pages 52, 65, 114, 132
1969 Overseas Trade Accounts, December 1969, pages 89, 100, 206, 246.

It was not possible to provide figures of trade excluding British equipment for installation in all types of United States manufactured aircraft.

Short Brothers and Harland

Asked if the Minister of Technology would invite Short Brothers and Harland to quote for the refurbishing of the Hercules freighter, Mr. Carmichael said the only current refurbishing programme on the Hercules was to repair corrosion in the fuel tanks. For technical reasons it was necessary to place this with the company which had design knowledge of the aircraft, Marshall of Cambridge (Engineering) Ltd. If a suitable task arose in the future, Short Brothers and Harland would be considered with other firms.

Export orders for Nimrod

A Member asked what total of export orders were in prospect for the Hawker Siddeley Nimrod. Mr. Carmichael said possible markets were estimated at up to about 100 aircraft. The maritime reconnaissance market was however particularly difficult to assess and the Nimrod would face strong competition from foreign aircraft.

WEDNESDAY, FEBRUARY 4

Night flights at Heathrow

Mr. Roberts was asked about his proposals in relation to night flights at Heathrow this summer; and how they compared with previous years. He answered: 'The number of jet aircraft movements at Heathrow between the hours of 11.30 p.m. and 6 a.m. from April 1 to October 31, 1970 will be restricted to 3,500. The same limit has been in force since 1965.'

FRIDAY, FEBRUARY 6

Air-miss

Asked if he would make a statement about the near mid-air collision that occurred over Wallasey on February 5, Mr. Roberts said: 'On Thursday, February 5, an Aer Lingus Boeing 737 aircraft, en route from Dublin to Manchester, reported an air-miss with an Aero Commander aircraft. The Aero Commander was an executive aircraft en route from Rochester to Warton. The incident took place at 0910 hours GMT near the Wallasey Very High Frequency Omni-Directional Radio Range (VOR).

'Air Traffic Control had cleared the Boeing 737 to descend to flight level 60 (approximately 6,000 ft.). On approaching this level, whilst flying in good weather, the Boeing pilot saw the Aero Commander aircraft cross his tracks one-half to three-quarters of a mile ahead. No avoiding action was necessary by either aircraft but the separation distance was appreciably less than the minimum required to be provided in Controlled Airspace. An investigation into this has been put in hand immediately.'

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

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New Books

Statistics Africa: Sources for Market Research, by Joan M. Harvey. (175 pages. CBD Research Ltd., 154 High Street, Beckenham, Kent. £4.) Bibliographical details of foreign statistical publications are nearly always difficult to obtain. Reference books of this type are therefore particularly valuable, especially with the increased use now being made of statistical sources by market researchers for business and export purposes. The publication noted here is the second volume of what is intended to become a series covering the whole world. The first volume, *Statistics Europe*, was published in January 1968 (noted in *Board of Trade Journal*, February 9, 1968, page 379), and *Statistics Africa* has the same clear layout arrangement. It provides up-to-date information on published statistics (mainly serials) and indicates the availability of unpublished statistics for the whole of the African continent and its adjacent islands. It should of course be remembered that although an ever-increasing number of statistical publications are being issued by African states, the statistical services in many countries are newly established and cross-references to regional studies and surveys have therefore been necessary. The main body of the guide is arranged by countries in alphabetical order, a section on Africa as a whole preceding those on individual countries. The African section covers the work and publications of such international organizations as the UN, FAO, EEC and the Commonwealth Secretariat. Each country section contains the name, address and telephone number of the central statistical office and other important organizations that collect and publish useful statistical material, with some information on the organization and work of each agency, the facilities it provides and its publications. Also included are details on the principal libraries in the country where collections of statistical publications may be consulted; libraries and information services in other countries (particularly English-speaking countries) where the country's statistical publications may be seen; and the principal bibliographies of statistics (only reasonably current bibliographies have been noted and sales lists are mentioned because of the frequent shortage of special bibliographies in this field). Each section is completed with a list of major statistical publications arranged in standard groups: general, production, external trade, internal distribution, population and standard of living. The entry for each publication gives the title (with English translation if the original is not in English) and the name of the responsible organization; name and address of the publisher or other sales office; date when first published, and the date of the latest issue seen by the compiler; price (generally given in local currency); number of pages or volumes; description of contents; an indication of the time lapse between the latest data included and date of publication; and the language of the text. Indexes of both organizations and titles are provided. Most of the publications mentioned in this guide can be consulted in the Board of Trade Statistics and Market Intelligence Library, which is open to the public Monday to Friday 9-5.30, at Hillgate House, 35 Old Bailey, London EC4 (Tel. 01-248 5757, Ext. 368).

Several reference books have been published in recent years which give information on trade contacts in Eastern Europe. Some of these reference books were mentioned in the *Board of Trade Journal* of March 14, 1969 (page 745). A new addition to these is **East Block Engineering Directory 1969** (88 pages. East Block Market Data, 33-39 Bowling Green Lane, London EC1. £15), a specialized version of the *East Block Directory* published in 1968. It lists 2,291 major engineering concerns in Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Rumania, the USSR and Yugoslavia. The companies are grouped under 15 headings according to their main activity; in each entry the names and addresses of potential contacts and the names of company executives, where available, are given. Eighty-one external trade organizations connected with the engineering industries in these countries are also listed.

A Comparison of the Costs of Continental and United Kingdom Ports. (145 pages. National Ports Council, 17 North Audley Street, London W1Y 1WE. £5 5s.) At the end of 1968 the National Ports Council appointed the consultancy firm of Touche Ross & Co. with a brief to determine whether major port authorities in four near continental countries had special cost advantages which might enable the level of comparable port charges to be lower in the continental ports than in United Kingdom ports. The consultants' report contains detailed and lucid descriptions of the four continental ports of Hamburg, Antwerp, Dunkirk and Rotterdam, with information on their legal status, geographical factors, development, labour force, taxation, and finance and accounts. This systematic exposition facilitates comparison between the four ports. Three United Kingdom ports (Liverpool, London and Southampton) are more briefly described, and assessments of the effect continental financial conditions would have on the economy of these ports are then made. The appendices give detailed financial statistics (for years between 1963 and 1969) for the ports discussed. The main conclusion of the report is that, of the ports studied, all four continental ports enjoy major financial advantages over the three United Kingdom ports through the high level of central or municipal financial assistance which they receive, and the indirect benefits which they enjoy.

Industrial Report by the Motor Manufacturing EDC on the Economic Assessment to 1972. (54 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.) This report, the first of a series to be prepared by Economic Development Committees at the invitation of the National Economic Development Council, provides an assessment of the prospects for the motor manufacturing industry to 1972. It is based on comprehensive consultation with the industry, conducted through the EDC during 1969. In February 1969, after discussions in the National Economic Development Council, the Government published its assessment of national economic prospects to 1972 as a Green Paper entitled *The Task Ahead*. The Council invited the EDCs to consider the Green Paper and consult with their industries before reporting back. What follows in this report is the result of the consultations conducted by the Motor Manufacturing EDC. The EDC's findings and recommendations were presented to the National Economic Development Council in November 1969, and it is now published in the hope that it will assist companies to shape their investment, manpower, production and marketing strategies, as well as being of more general interest.

MacMillan & Co. Ltd. have recently published a two-volume work on international trade, which forms part of the *University of Southampton Economic Series*. It is claimed that **International Trade,** by I. F. Pearce. (Vol. I, 373 pages. £2 5s.), (Vol. 2, 352 pages. £2 5s.) offers a new approach to the teaching of international trade, treated at all times from a practical viewpoint. Volume one deals with the balance of payments, adjusting mechanisms, trade impediments and customs unions. It requires no more than 'O'-level mathematics, and is designed for years one and two of a university course. Volume two deals with factor endowment and prices, factor mobility, factor market imperfections, growth and control. Compared with volume one, it calls for a little more knowledge of mathematics, but not more than an economic student would be expected to pick up, and is designed for years two and three.

Nationalized Industries, by Graham L. Reid and Kevin Allen. (196 pages. Penguin Books. 7s.) This is the second of three volumes planned on the economics of nationalized industries. The first *Public Enterprise* (reviewed in the *Board of Trade Journal*, December 27, 1968, page 1729), a paperback volume of readings edited by R. Turvey, has already appeared in the series *Penguin Modern Economic Readings*. A third volume is under preparation and is about the economic theory of public undertakings. The present volume contains a descrip-

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tion of the post-war experiences of the electricity, gas and coal industries, and the road haulage, rail and air transport industries. The economic problems met with are analysed and the current organization of the industries explained.

Management Development and Training; a Survey of the Schemes Used by 278 Companies. (20 pages. British Institute of Management, Management House, Parker Street, London WC2. Available to collective subscribers of BIM only (free).) As a result of the growing interest in management development and training the British Institute of Management conducted this survey as a guide to its members. The sample was drawn from those organizations (listed in the report) believed to be already active in management development. The report is set out in two main sections – management development and management training. Both sections give the survey results in terms of numbers of companies having various practices and procedures, and the tables are broken down by company size. The report also contains the survey method and the questionnaire used in the inquiry.

'Taxation' Key to Capital Gains Taxation, edited by Percy F. Hughes and K. R. Tingley. Finance Act 1969 edition. (387 pages. Taxation Publishing Company. £2 5s.) This is the third edition of a systematic guide to the provisions of the legislation governing capital gains taxation, with full references to the statutes and cases and numerous practical examples. It covers both short-term gains (the charge to income tax under Case VII of Schedule D) and the tax on long-term capital gains introduced in the Finance Act of 1965. It is a companion to the same publishers' *Key to Income Tax and Surtax* which has passed through a great number of editions.

Other Publications

MANPOWER FOR ENGINEERING AND TECHNOLOGY: A REVIEW OF WHAT HAS HAPPENED OVER THE LAST FIFTY YEARS AND WHAT LIES AHEAD, by Lord Jackson of Burnley. 14 pages. British Association for Commercial and Industrial Education, 16 Park Crescent, London W1N 4AP. 9s. to non-members; 7s. to members.

MODERN MERCHANDISING – PRINCIPLES AND PRACTICES, by Ralph G. Towsey. 126 pages. Arthur J. Heighway Publications Ltd., 110 Fleet Street, London EC4. 20s.

PATTERNS IN BRITISH HOLIDAYMAKING 1951-1968: A SUMMARY OF STATISTICAL INFORMATION ABOUT BRITISH HOLIDAYMAKERS IN THE UNITED KINGDOM AND ABROAD, WITH SPECIAL REFERENCE TO HOLIDAY PATTERNS IN TEN MAJOR REGIONS. 80 pages. British Travel Association, 64 St. James's Street, London SW1. £1 10s.

THE WEST INDIES AND CARIBBEAN YEAR BOOK 1970. 1,004 pages. Thomas Skinner & Co. (Publishers) Ltd., RAC House, Lansdowne Road, Croydon CR9 2HH. £3 3s.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science International Scientific Relations Division, Africa House, Kingsway, London WC2. (Telephone 01-405 3422).

Some Research Activities of Batelle Memorial Institute, by M. D. Ashton. 6 pages. *UKSM Report No.* 69/81. Some of the research activities of Batelle – Columbus Laboratories described in this report include the development and uses of semi-permeable membranes, the utilization of bonded enzymes, separation by fractional sublimation, methods of waste treatment, and the transportation and storage of liquefied natural gas. In addition, Wirand concreate, a new type of mortar mix developed at Batelle and suitable for fabricating thin, light structures is discussed briefly.

The Impact of Television on American Life – Nielsen Rating System, by H. K. Bourne. 3 pages. *UKSM Report No.* 69/82. Recent events of national and global interest have demonstrated that television is a very powerful force in our daily lives and, indeed, can have an awesome impact. A. C. Nielsen Co. have documented this impact through its audience measurement services which it provides for advertisers, their agencies and broadcasters, and which they use to evaluate the effectiveness of their programmes. Each year, the company summarizes the trends on TV viewing and the characteristics of the medium. This report gives excerpts from the 1969 Annual Nielsen Television Survey, which contains estimates on the size of the TV audience and other characteristics of TV usage.

During an inspection tour of the Development Laboratory at Multitone's factory in London, Mr. A. Poliakoff (right), chairman, is seen with Mr. I. H. Karten, managing director, who is also president of the company's American subsidiary, Multitone Electonics Inc. Mr. Karten is holding a model of one of the new pocket paging receivers – the type that will be carried by brokers in the New York Stock Exchange's Wall Street building under a contract placed with the United States subsidiary. The equipment will be manufactured in Multitone's plant in London and is expected to be operational in mid-1971. Multitone, who last year won the Queen's Award to Industry for Export Achievement, have just announced that sales in North America are expected to top $2,000,000 during the current fiscal year, and have, in fact, trebled in the past three years.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
February 24	Vehicles, industrial equipment and miscellaneous stores	Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS3 8JH. (Tel. 0532 20898.)

Land Rovers; Austin and Thames vans; personnel carriers; two-wheeled trailers; diesel and electric forklift trucks; pallet transporter; drilling and grinding machines; charging plant; welding plant; compressors; transporting and lifting equipment; guillotines and shearing machines; industrial tractors; degreasing plant; hand cranes and runways; washing plant; cable; tyres; electrical, signal and wireless equipment; tool kits and hand tools; household and kitchen equipment; hydraulic and screw jacks; binoculars; wrist watches; ironmongery; steel and wooden boxes; buckets, etc.; TEXTILES; tents; canvas; canvas packs; haversacks; carpets; curtains; groundsheets; webbing; kitbags; camp equipment; CLOTHING: greatcoats; raincoats; battledress; shirts; jerseys; boots; shoes, etc.; HOUSEHOLD AND OFFICE FURNITURE: chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc., and a large assortment of miscellaneous stores.

March 3-4	Vehicles, miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena House', 13 Market Place, Burton-on-Trent. (Tel. (Tel. 4657.)

Earth moving and crane equipment; conversion sets; trailers and trailer mounted welders and workshops; aircraft ground equipment and components, including trolleys; vehicle spares; steel canisters; miscellaneous electrical and electronic components; electronic valves; wooden boxes; forklift trucks; machine tools; electric motors; CLOTHING: blue berets; battledress trousers; greatcoats; fireman's blue trousers; detachable fleece linings for raincoats; vests and drawers (various sizes); FURNITURE: household and office chairs; sideboards; cabinets; ...ng tables and chairs; easy chairs; chests of drawers; writing bureaux; TEXTILES: canvas; cloth; carpets and mats; manila and sisal rope, etc.

March 12	Vehicle, miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

Land Rovers; Bedford Utalibrakes; Neals mobile crane; Austin K2 vans; Bedford fire tenders; Morris equipment van; Ford 'Snogo' rotary plough; Mack trucks with Atkinson grit spreader; electrical equipment including resistance units; transformers; amplifiers; rectifiers, etc.; aircraft equipment; rack assemblies; radio receivers; various paints; electronic valves; sirens and autowailers; haversacks; canvas packs; battledress trousers and blouses; jackets; greatcoats; sewing machines; heavy duty sanders; electric motors; valve grinder; bench grinder; presses; and large quantities of miscellaneous stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

SALES BY TENDER

MACHINE TOOLS

Broaching machines; bench and pedestal drills; internal, surface and universal grinders; gear shaper; capstan, turret, centre and profile lathes; horizontal, vertical and profile millers; presses; sawing, shaping, welding machines, etc. Located at BURTON-ON-TRENT, Staffs. Permission to view on presentation of Tender Form only, obtainable from Minister of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. March 10, 1970.

Horizontal borers; bench, pillar and radial drills; internal, surface, centreless and tool and cutter grinders; capstan and centre lathes; horizontal and vertical millers; presses; engraving, shaping and sheetmetal working machines, etc. Located at HARLOW, Essex. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 11 a.m. March 10, 1970.

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Statistics

The economy: selected indicators

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	-39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	-47	75	95
1969						103									
1967															
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	-30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	-74	-100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140	138	111	102	131	121	128	138	136	117	120	-11	13
2nd quarter	115	124	139	141	112	104	133	135	136	131	130	52	32	- 8	- 3
3rd quarter	117	123	141	143	113	103	137	142	142	133	132	-19	-30	-14	- 1
4th quarter						103									
1969															
August		123				105									
September		122				103									
October		121 p				103									
November		124 p				104									
December						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
£m. in base year								Series in thousands			4,983	4,211	
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,566	114	105	-381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,785	115	112	- 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,476	129	119	-283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	158	147	-265
1969			131·8	*5·4*	125·0 p	115·9 p	197·2	538	200		167	167	
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	-255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	- 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	-101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	- 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	- 66
1969													
1st quarter	111	133	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	163	155	26
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·4	527	195		169	163	65
3rd quarter	116	131 p	132·0	*5·0*	126·1	116·5	197·5	581	192		167	174	141
4th quarter			133·7	*5·1*	127·3 p	117·8 p	201·1	545	207		169	177	
1969													
July	115	132 p	132·1	*5·3*	124·8	116·0	196·7	577	186		171	164	
August	115	132 p	131·8	*4·9*	127·0	116·4	197·2	585	192		166	180	
September	116	131 p	132·2	*5·1*	126·4	117·0	198·5	580	199		166	177	
October	118 p	129 p	133·2	*5·4*	125·9	117·5	198·7	555	202		169	177	
November	120 p	124 p	133·5	*5·4*	127·4p	117·8 p	200·3	536	206		168	178	
December			134·4	*4·7*	128·6 p	118·2 p	204·4	545	214		169	176	
1970													
January								530 r	206				

† Not seasonally adjusted.

Retail sales in December

THE VOLUME of retail sales in the fourth quarter of 1969, after allowing for seasonal influences, was little different from the average of the second and third quarters of the year. Sales in 1969 as a whole were ½ per cent less than in 1968. The only group of shops to show a year on year increase in the volume of sales was food shops, whose sales increased by 1 per cent; sales by clothing and footwear shops were little changed, while sales by durable goods shops declined by 4 per cent and other non-food shops by 2 per cent.

For December the seasonally adjusted volume index of total sales is 103. As mentioned last month, the November sales period in 1969 ended six days nearer Christmas than in 1968 and will have included a greater amount of the extra pre-Christmas shopping.† An allowance for this was made in the seasonal adjustments for November, and a compensating allowance has been made in the adjustments for the December period, which on this occasion contained a complete post-Christmas week. These allowances are necessarily subject to some uncertainty, and it is best to consider the figures for the fourth quarter as a whole. Little significance should in any case be attached to small month to month fluctuations in this series.

Neither food nor non-food shops experienced much change in the volume of their sales between the third and fourth quarters. Within non-food shops, however, sales by durable goods shops increased by 2 per cent to much the same level as in the fourth quarter of 1968.

Value of sales compared with a year earlier

The value of total sales in the five weeks ended January 3, 1970 was 4 per cent higher than in the five weeks ended December 28, 1968. In comparing sales in these two periods, it should be remembered that in the latest year some pre-Christmas trading which in 1968 was in the December figures will on this occasion have been included in the November period. For the fourth quarter as a whole, sales were 4 per cent higher in 1969 than in 1968, an increase somewhat smaller than the increases on a year earlier recorded in the second and third quarters.

Food shops

The value of sales by most kinds of food shops showed smaller increases in the fourth quarter compared with a year earlier than had been recorded in the first three quarters of the year. Sales by butchers and dairymen were the exceptions; the increase in butchers' sales was the same as had been recorded earlier in the year, and the rise in dairymen's sales was a little larger.

Clothing and footwear shops

Women's wear shops and men's wear shops recorded much the same increase on a year earlier in the fourth quarter of 1969 as they did on average in the first three quarters. The increase of 7 per cent for footwear shops between the fourth quarters of 1968 and 1969 was due to exceptionally high sales by these shops in November.

The different dates of the November and December trading periods in 1968 and 1969 will have had a marked effect on the increases shown for clothing and footwear shops in these particular months.

Durable goods shops

The value of the sales by durable goods shops was 3 per cent higher in the fourth quarter of 1969 than in the fourth quarter of 1968. Sales by furniture shops were 1 per cent less by value in the fourth quarter of 1969 than in the fourth quarter of 1968, much the same change as had been recorded in the third quarter. Radio and electrical goods shops and multiple radio and television rental specialists showed somewhat larger increases in turnover in the fourth quarter, compared with a year earlier, than they had done in the third quarter.

Miscellaneous non-food shops

In total the increase in the turnover of this miscellaneous group of non-food shops between the fourth quarter of 1968 and the fourth quarter of 1969 was, at 4 per cent, slightly larger than had prevailed on average for the first three quarters of 1969. This was largely due to the 6 per cent increase in the sales of confectioners and tobacconists etc., in the fourth quarter, which in turn owed much to the rise in the prices of goods sold in these shops.

† **Note:** This aspect was referred to in a Technical Note on the July figures.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

		All kinds of business	Food shops	Non-food shops			
				Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968	1st quarter	105	101	108	105	119	106
	2nd quarter	102	101	103	102	101	103
	3rd quarter	103	102	104	104	105	103
	4th quarter	104	104	104	105	106	104
1969	1st quarter	102	103	101	103	102	100
	2nd quarter	104	103	104	105	103	103
	3rd quarter	103	103	103	105	103	102
	4th quarter	103	103	103	104	106	102
	Percentage increase 4th quarter 1969 on 3rd quarter 1969	—	—	*1*	*-1*	*2*	—
1969	April	104	103	103	105	102	103
	May	103	103	104	106	103	103
	June*	104	103	104	105	105	103
	July*	102	102	101	104	99	101
	August	105	105	105	106	107	103
	September*	103	103	103	104	105	102
	October	103	103	103	102	105	103
	November	104	103	104	106	107	103
	December*	103	103	103	104	105	102

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (a) 1966 = 100

		All kinds of business	Food shops	Non-food shops			
				Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1968	1st quarter	109	106	111	107	121	110
	2nd quarter	107	106	108	105	106	109
	3rd quarter	109	109	110	108	111	111
	4th quarter	112	111	111	109	113	112
1969	1st quarter	112	114	110	108	110	112
	2nd quarter	114	115	114	113	112	115
	3rd quarter	115	116	114	113	112	115
	4th quarter	116	117	116	114	116	117
	Percentage increase 4th quarter 1969 on 3rd quarter 1969	*1*	*1*	*2*	*1*	*3*	*2*
1969	April	114	114	113	112	110	114
	May	114	115	114	114	112	115
	June*	115	115	114	113	114	116
	July*	113	114	112	111	108	113
	August	116	117	116	115	116	116
	September*	115	116	114	112	114	116
	October	116	117	115	111	116	117
	November	117	117	117	116	118	117
	December*	116	118	116	114	115	117

All the series in Tables 1 and 2 are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(a) See general notes following Table 4.

(†) Including department stores and mail order businesses.

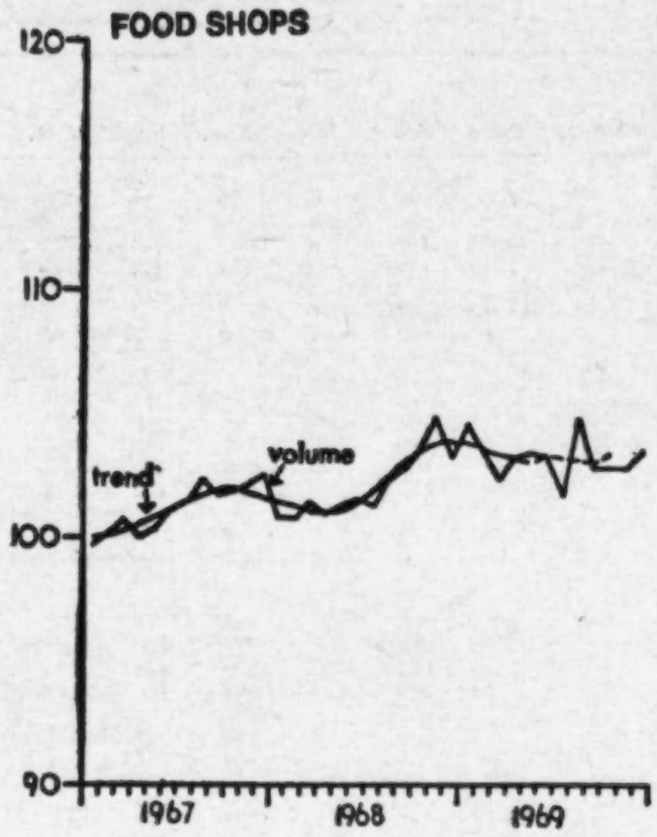
Department stores

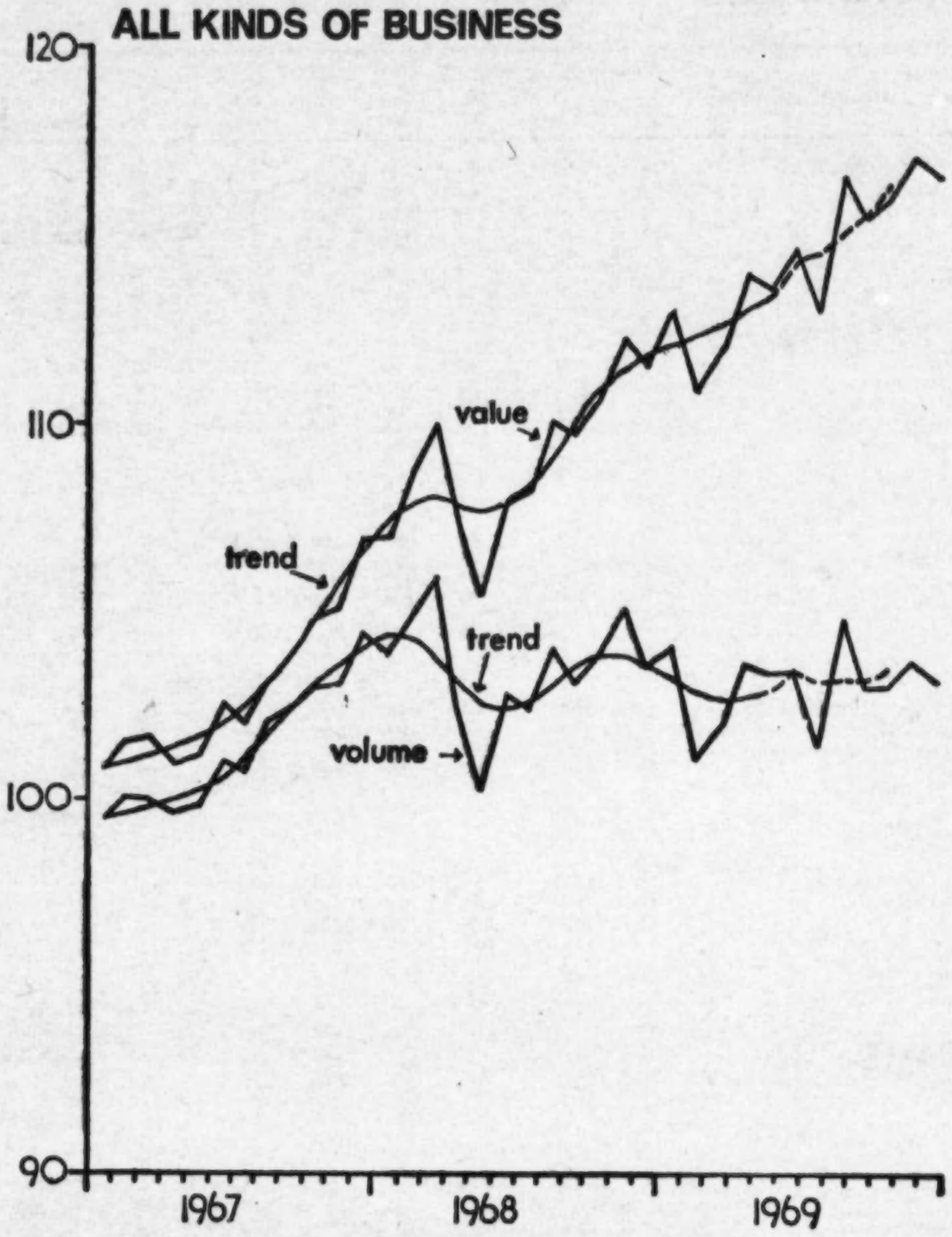
The value of the sales by department stores rose by 4 per cent between the fourth quarter of 1968 and the fourth quarter of 1969, the same as the average increase on a year earlier in the first three quarters of the year. The later trading period in 1969 will have affected the increases recorded in individual months.

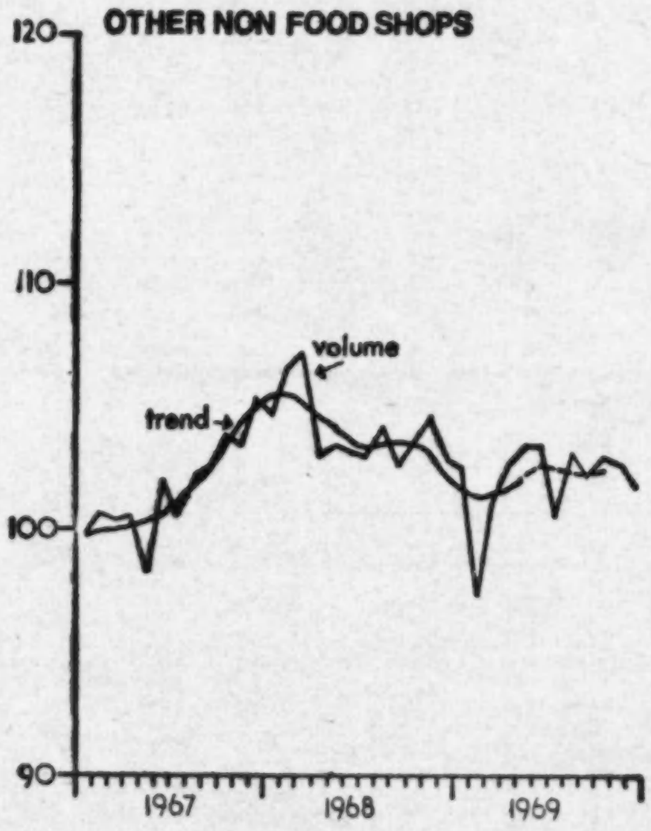
Mail order businesses

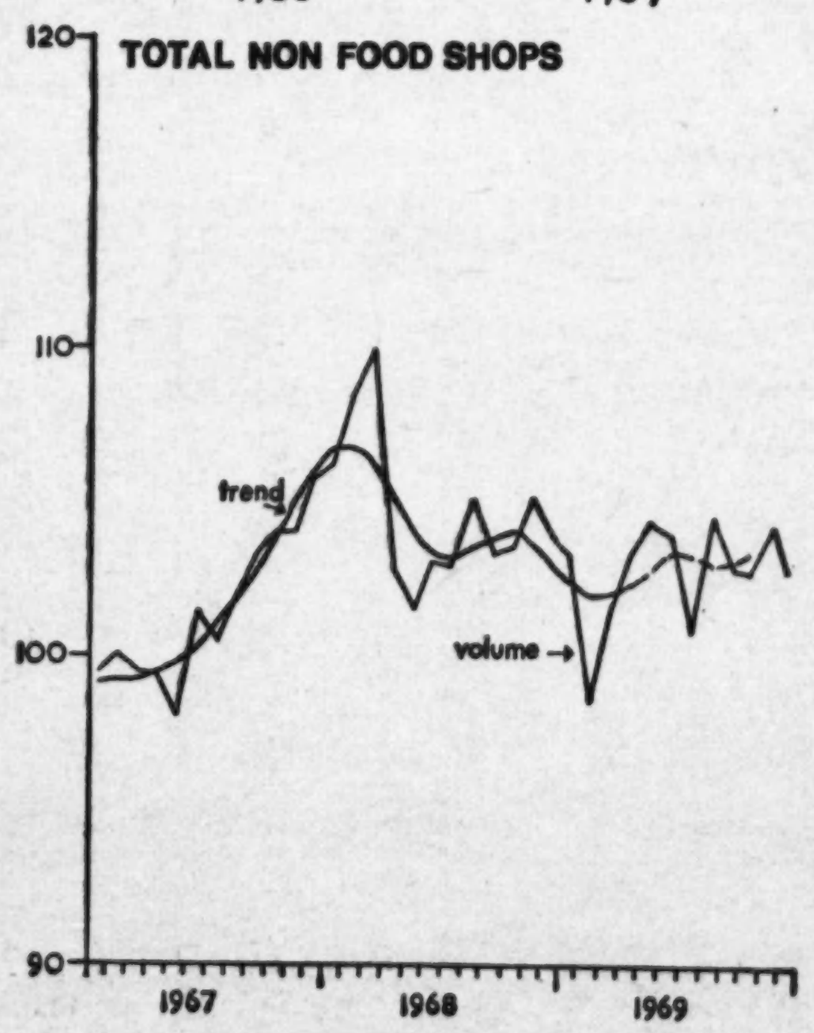
The turnover of mail order businesses was 6 per cent higher in the fourth quarter of 1969 than in the fourth quarter of 1968, thus maintaining the high level of sales which was a feature of the second and third quarters of 1969.

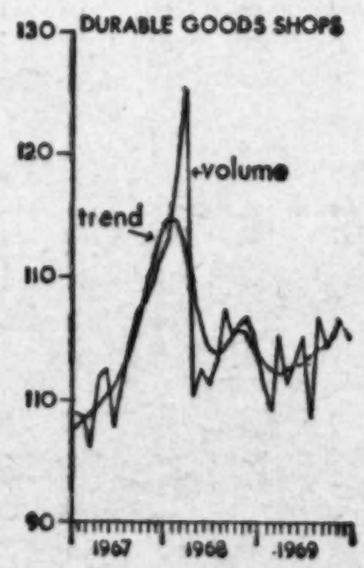
1966=100

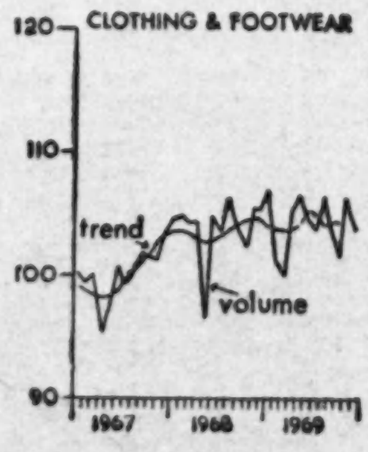












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RETAIL SALES, *continued*

Table 3. Summary table
Index numbers of sales per week *and percentage increase on a year earlier* **(*a*)**
(i) Value (at current prices)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates (£ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
All Kinds of Business	1966	100	92	97	97	114	92	89	94	97	100	96	100	96	96	101	106	130
(£11,372 million)	1967	103	94	98	100	120	94	92	96	98	99	98	101	99	99	105	111	138
	1968	109	101	104	106	126	99	98	104	104	103	105	107	105	105	111	118	145
	1969	114	104	111	111	132	105	100	107	110	113	110	111	111	110	116	124	150
	1968	*6*	*7*	*6*	*6*	*5*	*6*	*7*	*8*	*6*	*4*	*7*	*6*	*7*	*5*	*5*	*7*	*4*
	1969	*5*	*3*	*6*	*5*	*4*	*6*	*2*	*2*	*6*	*9*	*5*	*4*	*6*	*5*	*5*	*5*	*4*
Analysis by kind of business																		
FOOD SHOPS	1966	100	96	99	98	106	96	96	97	100	100	98	99	99	96	99	102	116
(£4,952 million)	1967	103	100	101	100	111	98	99	101	102	102	100	101	102	99	102	106	122
	1968	108	103	106	105	117	102	103	105	107	105	105	105	107	105	108	113	128
	1969	115	111	114	113	123	111	111	112	115	114	112	112	115	111	114	118	135
	1968	*5*	*4*	*4*	*5*	*6*	*4*	*4*	*4*	*5*	*2*	*5*	*4*	*5*	*6*	*7*	*7*	*5*
	1969	*7*	*8*	*8*	*7*	*5*	*9*	*8*	*7*	*8*	*9*	*6*	*6*	*8*	*6*	*6*	*5*	*5*
NON-FOOD SHOPS	1966	100	88	96	96	120	89	83	92	94	99	95	101	94	95	102	109	142
(£6,420 million)	1967	103	90	96	99	127	90	85	92	94	97	97	101	96	100	107	116	152
	1968	110	99	103	106	133	97	94	104	101	102	105	108	104	105	112	122	158
	1969	114	98	108	109	138	101	91	102	106	111	108	111	108	109	117	129	162
	1968	*7*	*10*	*7*	*7*	*5*	*8*	*10*	*12*	*8*	*6*	*8*	*7*	*8*	*5*	*5*	*6*	*4*
	1969	*3*	*–1*	*5*	*3*	*4*	*3*	*–3*	*–2*	*5*	*9*	*3*	*2*	*4*	*4*	*4*	*6*	*2*
CLOTHING AND FOOTWEAR SHOPS	1966	100	83	98	95	124	88	73	86	93	105	97	101	92	93	101	109	154
(£1,727 million)	1967	102	84	97	97	129	90	75	87	91	100	100	101	92	98	103	112	162
	1968	107	89	104	102	135	94	80	92	101	101	108	106	100	101	106	120	169
	1969	112	90	110	107	140	99	80	91	105	115	110	111	104	106	110	128	173
	1968	*6*	*6*	*6*	*6*	*5*	*5*	*6*	*6*	*11*	*1*	*7*	*6*	*8*	*4*	*3*	*7*	*5*
	1969	*4*	*1*	*6*	*4*	*4*	*5*	*—*	*–1*	*4*	*14*	*2*	*4*	*5*	*4*	*4*	*7*	*2*
DURABLE GOODS SHOPS	1966	100	96	95	97	112	103	92	93	95	97	94	104	93	95	106	108	119
(£1,176 million)	1967	104	94	94	102	125	100	92	90	95	94	93	103	98	104	116	122	136
	1968	113	116	99	108	128	117	112	119	98	99	99	110	106	107	121	126	136
	1969	113	106	104	109	132	112	100	105	103	106	105	109	109	110	124	131	139
	1968	*9*	*24*	*5*	*6*	*2*	*16*	*22*	*32*	*3*	*6*	*6*	*7*	*8*	*3*	*4*	*3*	*—*
	1969	*—*	*–9*	*6*	*2*	*3*	*–4*	*–11*	*–12*	*5*	*7*	*6*	*–1*	*3*	*3*	*3*	*4*	*2*
MISCELLANEOUS NON-FOOD SHOPS	1966	100	88	95	99	118	85	86	93	95	96	95	101	100	96	98	103	144
(£2,542 million)	1967	103	91	96	101	123	86	89	96	96	95	97	101	102	100	101	108	153
	1968	110	97	104	109	130	91	95	103	104	103	105	109	111	107	107	114	160
	1969	113	99	108	112	134	96	95	105	107	109	108	112	115	111	112	120	164
	1968	*7*	*7*	*9*	*8*	*5*	*6*	*7*	*7*	*9*	*9*	*9*	*8*	*9*	*7*	*5*	*6*	*5*
	1969	*3*	*3*	*4*	*3*	*4*	*5*	*—*	*2*	*3*	*6*	*3*	*3*	*3*	*4*	*5*	*5*	*2*
DEPARTMENT STORES	1966	100	87	92	95	125	100	74	88	93	96	89	112	82	92	102	114	153
(£544 million)	1967	104	88	93	99	135	101	75	87	92	95	92	111	86	99	109	123	166
	1968	112	100	99	107	141	112	86	100	99	99	99	123	94	104	116	131	170
	1969	116	99	108	109	147	117	81	99	109	113	105	120	97	109	121	138	176
	1968	*8*	*14*	*7*	*8*	*5*	*11*	*14*	*15*	*7*	*4*	*8*	*11*	*9*	*5*	*7*	*7*	*2*
	1969	*4*	*–1*	*10*	*2*	*4*	*4*	*–7*	*–2*	*11*	*14*	*5*	*–2*	*4*	*5*	*4*	*6*	*3*
MAIL ORDER BUSINESSES	1966	100	88	96	87	129	62	87	110	88	107	93	80	81	98	121	140	127
(£431 million)	1967	106	93	101	91	140	73	98	104	101	106	98	84	85	101	134	146	138
	1968	115	102	109	95	151	77	106	119	102	113	111	89	91	104	143	163	149
	1969	120	102	114	102	160	82	99	119	113	118	113	93	98	112	154	176	153
	1968	*8*	*10*	*8*	*5*	*8*	*6*	*9*	*14*	*2*	*7*	*14*	*6*	*7*	*3*	*7*	*11*	*8*
	1969	*5*	*–1*	*5*	*7*	*6*	*7*	*–7*	*—*	*11*	*4*	*1*	*5*	*8*	*8*	*8*	*8*	*2*
Analysis by form of organization																		
INDEPENDENTS	1966	100	94	98	99	110	96	91	94	98	99	97	101	99	96	99	102	125
(£5,596 million)	1967	102	95	98	100	114	96	93	96	97	98	98	102	100	98	101	105	131
	1968	106	100	102	105	118	100	98	102	103	101	102	106	106	103	105	110	134
	1969	110	102	106	108	122	105	99	103	106	107	106	108	111	106	110	114	137
	1968	*4*	*5*	*4*	*5*	*3*	*4*	*5*	*6*	*5*	*3*	*5*	*4*	*6*	*4*	*4*	*4*	*2*
	1969	*3*	*2*	*4*	*3*	*4*	*4*	*1*	*—*	*4*	*6*	*3*	*2*	*4*	*4*	*5*	*4*	*2*
MULTIPLES	1966	100	88	97	97	118	87	86	91	96	100	96	99	96	95	101	108	139
(£3,805 million)	1967	106	93	101	102	128	91	91	97	99	101	101	102	102	102	108	117	152
	1968	116	103	110	111	138	99	101	108	109	108	111	112	111	111	117	128	164
	1969	124	109	120	120	147	108	105	113	119	122	120	120	120	119	123	136	173
	1968	*9*	*11*	*9*	*9*	*8*	*9*	*11*	*12*	*10*	*6*	*10*	*9*	*10*	*9*	*8*	*9*	*8*
	1969	*7*	*6*	*10*	*8*	*6*	*9*	*4*	*5*	*8*	*14*	*8*	*8*	*8*	*8*	*6*	*7*	*6*
CO-OPERATIVE SOCIETIES	1966	100	98	100	95	108	98	96	99	100	103	96	96	93	96	98	105	118
(£996 million)	1967	98	95	97	93	107	95	94	97	97	99	94	94	90	95	97	104	119
	1968	100	97	97	95	112	96	95	100	96	99	96	95	92	98	102	109	123
	1969	104	102	103	99	113	102	100	104	103	107	99	98	97	101	103	112	123
	1968	*2*	*2*	*—*	*2*	*4*	*1*	*1*	*3*	*–1*	*—*	*1*	*2*	*1*	*3*	*5*	*5*	*4*
	1969	*4*	*5*	*6*	*4*	*1*	*6*	*5*	*4*	*7*	*8*	*4*	*3*	*6*	*3*	*2*	*2*	*—*

(Continued on next page)

Table 3—*continued*

(i) Value (at current prices) – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
DEPARTMENT STORES	1966	100	87	92	95	125	100	74	88	93	96	89	112	82	92	102	114	153
(£544 million)	1967	104	88	93	99	135	101	75	87	92	95	92	111	86	99	109	123	166
	1968	112	100	99	107	141	112	86	100	99	99	99	123	94	104	116	131	170
	1969	116	99	108	109	147	117	81	99	109	113	105	120	97	109	121	138	176
	1968	*8*	*14*	*7*	*8*	*5*	*11*	*14*	*15*	*7*	*4*	*8*	*11*	*9*	*5*	*7*	*7*	*2*
	1969	*4*	*-1*	*10*	*2*	*4*	*4*	*-7*	*-2*	*11*	*14*	*5*	*-2*	*4*	*5*	*4*	*6*	*3*
MAIL ORDER BUSINESSES ...	1966	100	88	96	87	129	62	87	110	88	107	93	80	81	98	121	140	127
(£431 million)	1967	106	93	101	91	140	73	98	104	101	106	98	84	85	101	134	146	138
	1968	115	102	109	95	151	77	106	119	102	113	111	89	91	104	143	163	149
	1969	120	102	114	102	160	82	99	119	113	118	113	93	98	112	154	176	153
	1968	*8*	*10*	*8*	*5*	*8*	*6*	*9*	*14*	*2*	*7*	*14*	*6*	*7*	*3*	*7*	*11*	*8*
	1969	*5*	*-1*	*5*	*7*	*6*	*7*	*-7*	*—*	*11*	*4*	*1*	*5*	*8*	*8*	*8*	*8*	*2*

(ii) Volume (at average 1966 prices)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
All Kinds of Business	1966	100	93	97	97	113	93	90	95	97	100	96	100	96	95	100	105	129
(£11,372)	1967	101	93	97	98	118	93	90	95	96	97	96	100	97	98	104	109	135
	1968	104	98	99	100	118	97	95	101	99	98	99	101	99	99	104	111	135
	1969	103	95	100	100	117	97	91	97	100	102	99	100	100	99	104	111	133
	1968	*2*	*5*	*2*	*1*	*—*	*4*	*5*	*6*	*3*	*1*	*3*	*1*	*2*	*1*	*1*	*2*	*-1*
	1969	*-1*	*-3*	*1*	*—*	*-1*	*—*	*-4*	*-4*	*1*	*4*	*-1*	*-1*	*1*	*—*	*-1*	*—*	*-1*
FOOD SHOPS	1966	100	98	99	98	106	97	98	99	101	100	97	98	99	96	99	101	115
(£4,952 million)	1967	101	99	99	99	108	97	98	100	100	100	97	99	101	98	101	104	117
	1968	102	99	100	100	110	98	99	100	101	99	99	99	101	99	103	107	118
	1969	103	101	102	101	109	102	101	101	103	102	99	100	103	99	102	105	118
	1968	*1*	*1*	*1*	*—*	*2*	*1*	*1*	*—*	*1*	*-1*	*2*	*—*	*—*	*1*	*2*	*3*	*1*
	1969	*1*	*2*	*2*	*1*	*-1*	*4*	*2*	*1*	*2*	*3*	*—*	*—*	*2*	*—*	*-1*	*-2*	*—*
NON-FOOD SHOPS	1966	100	89	96	96	118	90	84	93	95	100	95	101	93	94	101	108	140
(£6,420 million)	1967	102	88	95	98	125	89	84	91	93	95	95	100	95	99	106	114	150
	1968	105	97	98	100	125	96	92	101	97	97	99	103	98	99	106	115	148
	1969	103	90	99	99	124	93	84	94	97	101	98	100	98	98	105	116	145
	1968	*3*	*9*	*3*	*2*	*—*	*7*	*9*	*11*	*4*	*2*	*4*	*3*	*4*	*—*	*—*	*1*	*-1*
	1969	*-2*	*-7*	*1*	*-1*	*-1*	*-3*	*-9*	*-7*	*—*	*5*	*-1*	*-2*	*-1*	*—*	*-1*	*—*	*-2*

Table 4. Analysis by detailed kinds of business and by form of organization

Index numbers of values of sales per week, and percentage increase on a year earlier (a)

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Food Shops	1966	100	96	99	98	106	96	96	97	100	100	98	99	99	96	99	102	116
FOOD SHOPS, TOTAL	1967	103	100	101	100	111	98	99	101	102	102	100	101	102	99	102	106	122
(£4,952 million)	1968	108	103	106	105	117	102	103	105	107	105	105	105	107	105	108	113	128
	1969	115	111	114	113	123	111	111	112	115	114	112	112	115	111	114	118	135
	1968	*5*	*4*	*4*	*5*	*6*	*4*	*4*	*4*	*5*	*2*	*5*	*4*	*5*	*6*	*7*	*7*	*5*
	1969	*7*	*8*	*8*	*7*	*5*	*9*	*8*	*7*	*8*	*9*	*6*	*6*	*8*	*6*	*6*	*5*	*5*
Independents	1966	100	97	99	99	105	97	95	97	100	100	98	101	101	96	98	100	114
(£2,530 million)	1967	102	99	100	100	107	99	98	101	101	101	100	102	102	98	100	102	117
	1968	104	101	102	104	110	101	101	102	104	102	102	103	106	102	103	106	119
	1969	110	106	108	109	116	107	105	107	109	108	107	108	113	107	109	111	125
	1968	*3*	*2*	*2*	*3*	*3*	*2*	*2*	*2*	*3*	*1*	*2*	*2*	*4*	*4*	*4*	*4*	*2*
	1969	*5*	*5*	*5*	*5*	*5*	*6*	*5*	*4*	*5*	*7*	*5*	*4*	*6*	*5*	*5*	*5*	*5*
Multiples	1966	100	94	99	97	110	92	94	95	100	100	97	97	98	96	100	104	124
(£1,648 million)	1967	107	101	104	104	121	98	102	103	105	106	103	102	105	103	108	114	135
	1968	118	110	114	114	135	106	110	112	116	112	114	113	114	114	120	129	151
	1969	130	123	128	125	144	122	123	124	131	128	125	124	127	124	129	136	162
	1968	*10*	*8*	*9*	*10*	*12*	*8*	*8*	*9*	*11*	*6*	*11*	*10*	*8*	*11*	*11*	*13*	*11*
	1969	*10*	*12*	*12*	*10*	*7*	*14*	*12*	*10*	*12*	*14*	*10*	*10*	*11*	*8*	*7*	*5*	*7*
Co-operative Societies	1966	100	100	101	95	104	99	101	101	102	103	98	95	94	96	98	101	110
(£774 million)	1967	99	99	99	94	103	97	99	100	100	101	96	94	92	95	97	101	110
	1968	101	99	99	96	109	97	98	100	99	101	98	96	94	98	103	107	115
	1969	106	107	106	101	111	105	107	108	107	109	103	100	100	102	106	109	117
	1968	*2*	*—*	*1*	*2*	*6*	*—*	*—*	*—*	*-1*	*1*	*1*	*2*	*1*	*3*	*7*	*6*	*4*
	1969	*6*	*9*	*7*	*5*	*2*	*9*	*9*	*8*	*8*	*8*	*5*	*5*	*7*	*4*	*2*	*2*	*2*

(Continued on next page)

RETAIL SALES, *continued*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
GROCERS, TOTAL (f) (£2,919 million)	1966	100	96	99	98	106	96	96	97	100	100	98	98	100	97	100	103	114
	1967	103	100	101	101	111	99	100	102	103	102	100	100	103	100	103	107	119
	1968	109	104	107	107	119	103	104	106	109	105	107	105	108	107	111	116	127
	1969	117	114	116	115	125	112	113	115	118	116	114	114	119	113	117	122	133
	1968	*6*	*4*	*5*	*6*	*7*	*4*	*4*	*4*	*6*	*3*	*7*	*5*	*5*	*7*	*8*	*8*	*6*
	1969	*8*	*9*	*9*	*8*	*5*	*10*	*9*	*8*	*9*	*11*	*7*	*8*	*10*	*6*	*6*	*5*	*5*
Independents (£1,328 million)	1966	100	97	98	100	105	98	95	97	100	98	97	100	102	97	100	101	112
	1967	102	100	99	101	106	99	98	101	101	99	98	102	103	99	101	103	114
	1968	104	101	102	104	109	101	100	102	104	100	101	103	107	103	104	106	115
	1969	109	106	107	110	115	106	105	107	109	107	105	108	115	107	110	112	121
	1968	*2*	*2*	*3*	*3*	*2*	*2*	*2*	*1*	*4*	*1*	*3*	*1*	*4*	*4*	*3*	*3*	*2*
	1969	*5*	*5*	*5*	*5*	*5*	*5*	*5*	*4*	*4*	*6*	*3*	*5*	*7*	*4*	*6*	*6*	*5*
Multiples (£1,059 million)	1966	100	94	100	98	109	92	94	95	100	101	98	96	100	97	100	106	119
	1967	109	103	106	106	121	100	104	105	107	107	105	103	108	106	110	118	132
	1968	121	112	119	117	137	109	112	115	121	115	119	115	118	118	125	135	148
	1969	134	128	134	130	145	126	128	129	137	134	132	129	133	128	133	142	158
	1968	*11*	*9*	*11*	*11*	*13*	*9*	*9*	*9*	*13*	*7*	*14*	*11*	*9*	*12*	*14*	*14*	*13*
	1969	*11*	*14*	*13*	*11*	*6*	*16*	*14*	*12*	*14*	*16*	*11*	*12*	*13*	*8*	*7*	*6*	*6*
Co-operative Societies (f) (£531 million)	1966	100	100	101	95	104	98	100	101	102	103	98	95	94	96	98	102	111
	1967	98	97	98	92	103	95	98	99	99	99	95	92	91	93	95	100	111
	1968	100	97	99	95	111	94	96	99	98	100	97	94	92	97	104	109	118
	1969	108	108	108	102	113	105	108	110	109	111	105	102	102	103	106	111	120
	1968	*3*	*–1*	*1*	*3*	*7*	*–1*	*–1*	*—*	*—*	*1*	*2*	*2*	*1*	*5*	*9*	*8*	*6*
	1969	*8*	*12*	*10*	*8*	*2*	*11*	*12*	*11*	*11*	*11*	*8*	*8*	*10*	*6*	*2*	*2*	*2*
BUTCHERS, TOTAL (£724 million)	1966	100	101	96	96	107	103	100	98	100	98	92	96	96	97	100	102	115
	1967	101	102	98	96	110	104	102	100	102	100	94	94	95	97	101	104	120
	1968	105	106	101	100	114	107	107	104	104	103	98	99	100	102	107	110	123
	1969	111	112	107	105	119	115	113	109	109	108	103	100	107	108	112	115	128
	1968	*4*	*3*	*3*	*5*	*4*	*3*	*4*	*3*	*3*	*3*	*4*	*5*	*5*	*5*	*6*	*6*	*2*
	1969	*5*	*6*	*5*	*5*	*5*	*7*	*6*	*6*	*5*	*6*	*6*	*1*	*7*	*6*	*5*	*5*	*5*
GREENGROCERS, FRUITERERS, TOTAL (£312 million)	1966	100	92	113	102	93	85	90	99	105	114	118	111	108	89	86	89	103
	1967	101	96	111	103	93	89	95	103	103	110	117	114	108	89	85	88	103
	1968	99	93	107	102	93	88	91	98	102	104	113	110	109	91	87	88	102
	1969	103	96	115	107	96	91	95	101	109	114	120	118	113	95	89	90	106
	1968	*–2*	*–3*	*–3*	*—*	*—*	*–2*	*–4*	*–5*	*–1*	*–6*	*–4*	*–3*	*—*	*2*	*2*	*–1*	*–1*
	1969	*5*	*3*	*7*	*5*	*3*	*3*	*4*	*3*	*6*	*10*	*6*	*7*	*4*	*4*	*2*	*2*	*4*
Independents (£265 million)	1966	100	92	112	102	93	85	90	99	104	113	118	111	110	90	86	88	103
	1967	101	96	110	103	93	89	95	103	103	110	117	114	110	90	85	89	104
	1968	98	93	106	102	93	88	91	98	101	103	112	109	110	91	86	88	102
	1969	104	96	114	108	96	91	95	100	108	114	121	118	114	95	89	90	107
	1968	*–2*	*–3*	*–4*	*–1*	*—*	*–1*	*–4*	*–5*	*–1*	*–6*	*–4*	*–4*	*—*	*2*	*2*	*–1*	*–2*
	1969	*5*	*3*	*8*	*6*	*4*	*3*	*3*	*3*	*6*	*10*	*8*	*8*	*4*	*5*	*3*	*3*	*5*
Multiples (£31 million)	1966	100	93	116	99	93	85	92	100	109	115	122	118	96	87	87	88	101
	1967	103	96	116	105	95	88	95	104	108	115	124	130	99	89	88	89	105
	1968	111	99	125	117	104	91	97	106	124	116	133	141	113	102	100	97	113
	1969	117	108	134	120	106	98	109	116	137	133	132	144	113	107	104	98	115
	1968	*8*	*2*	*7*	*12*	*10*	*3*	*2*	*2*	*14*	*1*	*7*	*8*	*14*	*14*	*14*	*9*	*7*
	1969	*5*	*10*	*7*	*3*	*2*	*8*	*12*	*9*	*10*	*15*	*–1*	*2*	*—*	*4*	*4*	*—*	*2*
Co-operative Societies (£16 million)	1966	100	99	113	92	96	94	95	106	112	115	112	100	90	87	89	92	104
	1967	94	98	106	86	87	94	97	103	106	107	105	96	84	81	82	83	94
	1968	85	86	93	79	82	84	84	90	95	92	92	86	78	74	79	79	88
	1969	78	82	91	70	71	81	79	85	90	98	86	78	68	65	69	70	74
	1968	*–10*	*–12*	*–12*	*–9*	*–5*	*–11*	*–14*	*–13*	*–10*	*–13*	*–12*	*–10*	*–7*	*–9*	*–4*	*–5*	*–7*
	1969	*–8*	*–5*	*–2*	*–11*	*–13*	*–3*	*–6*	*–6*	*–5*	*6*	*–7*	*–9*	*–12*	*–12*	*–12*	*–11*	*–16*
FISHMONGERS, POULTERERS, TOTAL (£82 million)	1966	100	98	102	97	103	97	98	98	106	101	101	98	100	95	100	101	106
	1967	99	100	99	94	103	97	99	102	99	97	100	97	95	92	99	100	108
	1968	99	99	100	95	103	100	99	99	104	97	99	97	95	93	101	102	105
	1969	102	101	104	98	103	102	98	102	108	102	102	97	100	98	103	102	104
	1968	*—*	*–1*	*1*	*1*	*—*	*2*	*–1*	*–3*	*5*	*–1*	*–1*	*—*	*—*	*2*	*2*	*2*	*–3*
	1969	*2*	*2*	*4*	*3*	*—*	*3*	*–1*	*4*	*4*	*6*	*3*	*—*	*5*	*5*	*2*	*—*	*—*
BREAD AND FLOUR CONFECTIONERS, TOTAL (g) (£254 million)	1966	100	97	99	100	104	92	96	100	103	101	94	100	101	99	102	101	109
	1967	104	100	103	104	110	94	101	104	105	106	98	103	104	104	107	108	115
	1968	111	105	111	111	116	97	107	109	116	112	106	109	112	111	112	114	120
	1969	115	111	116	116	119	107	113	114	120	118	111	113	117	116	118	120	119
	1968	*6*	*5*	*8*	*7*	*5*	*3*	*6*	*5*	*10*	*6*	*8*	*6*	*7*	*7*	*5*	*6*	*5*
	1969	*4*	*6*	*4*	*4*	*2*	*10*	*5*	*4*	*3*	*5*	*5*	*3*	*5*	*5*	*5*	*5*	*–2*
Independents (£146 million)	1966	100	97	99	100	105	93	97	99	104	100	94	99	100	100	103	102	109
	1967	104	100	102	104	110	96	102	103	105	104	98	103	104	105	108	108	115
	1968	110	105	109	110	116	99	106	108	115	110	104	108	112	110	113	113	120
	1969	114	110	113	113	118	106	112	110	119	114	108	110	115	115	118	118	118
	1968	*5*	*4*	*7*	*6*	*5*	*3*	*5*	*5*	*9*	*6*	*6*	*5*	*7*	*5*	*5*	*5*	*4*
	1969	*3*	*4*	*4*	*3*	*2*	*7*	*5*	*2*	*3*	*3*	*5*	*2*	*3*	*4*	*4*	*4*	*–1*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
BREAD AND FLOUR CONFECTIONERS—*contd.*																		
Multiples	1966	100	97	100	100	103	91	95	102	103	104	95	101	102	97	100	100	108
(£108 million)	1967	104	99	103	103	110	91	100	106	105	108	98	103	104	102	105	108	115
	1968	112	105	113	112	116	93	109	111	118	115	109	112	111	112	111	115	121
	1969	118	114	120	119	120	108	115	119	122	124	114	117	121	119	118	121	119
	1968	*7*	*6*	*10*	*8*	*6*	*2*	*10*	*5*	*12*	*6*	*11*	*9*	*7*	*9*	*5*	*7*	*5*
	1969	*6*	*9*	*5*	*6*	*3*	*16*	*5*	*7*	*4*	*8*	*5*	*4*	*8*	*6*	*7*	*5*	*-2*
OFF-LICENCES, TOTAL	1966	100	81	83	87	149	85	79	80	86	83	81	91	83	86	92	103	230
(£217 million)	1967	106	87	87	91	157	89	85	88	86	88	86	92	91	92	99	111	239
	1968	116	97	92	100	175	97	92	100	91	92	93	100	99	100	106	136	262
	1969	130	105	107	114	193	116	99	101	109	107	104	115	113	115	121	136	295
	1968	*10*	*11*	*6*	*9*	*12*	*9*	*8*	*14*	*6*	*5*	*8*	*8*	*9*	*9*	*6*	*22*	*10*
	1969	*12*	*9*	*16*	*15*	*10*	*20*	*8*	*1*	*19*	*16*	*12*	*15*	*14*	*15*	*14*	*—*	*13*
Independents	1966	100	79	83	87	151	86	76	76	88	83	79	91	83	86	91	109	234
(£88 million)	1967	105	85	86	92	155	92	80	83	87	89	84	92	91	92	96	114	236
	1968	111	93	90	98	163	98	85	95	90	93	89	99	97	98	102	130	238
	1969	117	95	99	104	169	109	87	90	103	103	94	106	102	104	107	124	254
	1968	*6*	*9*	*5*	*6*	*5*	*7*	*6*	*14*	*4*	*5*	*5*	*7*	*6*	*6*	*6*	*15*	*1*
	1969	*5*	*2*	*10*	*6*	*4*	*11*	*2*	*-4*	*15*	*10*	*6*	*7*	*6*	*6*	*5*	*-5*	*7*
Multiples	1966	100	83	84	87	146	84	82	83	86	82	83	91	83	86	93	98	227
(£129 million)	1967	106	89	87	91	158	86	88	92	85	87	88	92	91	91	103	110	241
	1968	120	100	94	101	185	96	97	105	93	91	97	101	101	102	109	141	282
	1969	140	113	113	123	212	122	109	110	114	111	113	123	122	124	133	145	329
	1968	*13*	*12*	*8*	*11*	*17*	*11*	*10*	*15*	*9*	*5*	*10*	*9*	*11*	*12*	*7*	*28*	*17*
	1969	*17*	*14*	*20*	*21*	*14*	*28*	*13*	*4*	*23*	*22*	*17*	*22*	*21*	*22*	*21*	*3*	17
DAIRYMEN, TOTAL	1966	100	99	100	99	102	99	100	98	99	101	99	101	98	98	101	102	103
(£444 million)	1967	104	102	105	104	108	102	102	101	105	105	104	105	102	103	105	107	109
	1968	109	108	107	109	113	107	108	108	107	107	107	111	107	109	111	113	115
	1969	115	113	112	113	120	112	113	114	112	112	111	113	110	116	118	120	123
	1968	*5*	*6*	*2*	*5*	*5*	*5*	*6*	*7*	*1*	*2*	*2*	*5*	*5*	*5*	*5*	*5*	*5*
	1969	*5*	*5*	*5*	*4*	*6*	*5*	*5*	*5*	*5*	*5*	*4*	*2*	*2*	*7*	*6*	*6*	*7*
Co-operative Societies	1966	100	102	100	97	101	102	103	102	100	102	99	97	96	98	100	101	102
(£151 million)	1967	104	103	104	102	105	103	102	103	105	105	103	103	99	104	104	104	107
	1968	106	107	105	105	108	107	107	108	105	106	103	106	103	105	109	107	109
	1969	110	112	108	106	113	112	111	111	109	110	106	105	101	110	114	112	114
	1968	*3*	*4*	*—*	*3*	*3*	*5*	*5*	*4*	*—*	*2*	*—*	*4*	*4*	*2*	*5*	*3*	*2*
	1969	*3*	*4*	*3*	*1*	*5*	*5*	*4*	*3*	*3*	*3*	*2*	*-1*	*-2*	*4*	*4*	*5*	*5*
Clothing and footwear shops																		
CLOTHING AND FOOTWEAR SHOPS, TOTAL	1966	100	83	98	95	124	88	73	86	93	105	97	101	92	93	101	109	154
(£1,727 million)	1967	102	84	97	97	129	90	75	87	91	100	100	101	92	98	103	112	162
	1968	107	89	104	102	135	94	80	92	101	101	108	106	100	101	106	120	169
	1969	112	90	110	107	140	99	80	91	105	115	110	111	104	106	110	128	173
	1968	*6*	*6*	*6*	*6*	*5*	*5*	*6*	*6*	*11*	*1*	*7*	*6*	*8*	*4*	*3*	*7*	*5*
	1969	*4*	*1*	*6*	*4*	*4*	*5*	*—*	*-1*	*4*	*14*	*2*	*4*	*5*	*4*	*4*	*7*	*2*
Independents	1966	100	87	99	95	119	98	77	87	95	105	97	101	92	93	102	104	145
(£760 million)	1967	100	86	96	96	122	97	77	85	92	97	98	100	91	96	103	107	150
	1968	104	91	101	99	126	101	81	91	98	100	104	104	96	97	105	113	153
	1969	106	90	105	101	128	104	79	88	101	110	104	106	99	99	105	118	153
	1968	*4*	*5*	*5*	*3*	*3*	*4*	*5*	*6*	*7*	*2*	*6*	*4*	*5*	*1*	*2*	*5*	*2*
	1969	*2*	*-1*	*4*	*2*	*1*	*3*	*-2*	*-3*	*3*	*11*	*—*	*1*	*3*	*2*	*—*	*5*	*—*
Multiples	1966	100	79	99	95	127	79	71	85	92	106	99	101	93	93	101	112	161
(£858 million)	1967	104	83	100	99	135	83	75	89	91	103	104	102	95	99	104	117	173
	1968	112	89	108	107	144	90	81	94	105	104	114	110	106	106	109	127	185
	1969	119	92	118	115	153	97	83	96	112	122	120	119	112	114	117	139	192
	1968	*8*	*7*	*9*	*9*	*7*	*8*	*8*	*6*	*16*	*1*	*9*	*8*	*12*	*7*	*4*	*8*	*7*
	1969	*7*	*4*	*9*	*7*	*6*	*8*	*2*	*2*	*6*	*17*	*5*	*8*	*6*	*7*	*7*	*10*	*4*
Co-operative Societies	1966	100	83	95	93	130	85	71	90	92	106	89	97	84	96	98	121	162
(£108 million)	1967	96	80	89	88	125	84	69	85	84	97	87	91	79	94	93	114	159
	1968	96	80	89	88	127	83	69	86	86	92	89	91	78	94	90	118	165
	1969	95	76	91	86	125	83	64	80	87	101	87	88	81	90	88	122	155
	1968	*—*	*—*	*—*	*-1*	*2*	*-1*	*—*	*—*	*2*	*-5*	*2*	*-1*	*-1*	*-1*	*-3*	*3*	*4*
	1969	*-1*	*-4*	*3*	*-2*	*-2*	*—*	*-8*	*-6*	*2*	*10*	*-3*	*-3*	*4*	*-4*	*-2*	*4*	*-6*
FOOTWEAR SHOPS, TOTAL	1966	100	79	105	97	119	79	68	87	99	115	103	101	91	98	105	106	142
(£268 million)	1967	102	81	102	99	125	83	70	88	93	105	106	102	91	104	108	111	151
	1968	106	84	106	103	132	91	72	88	105	101	111	104	96	106	111	122	156
	1969	111	83	112	107	142	94	74	83	107	116	113	106	105	110	115	147	159
	1968	*4*	*3*	*4*	*3*	*5*	*9*	*2*	*—*	*12*	*-4*	*5*	*2*	*6*	*3*	*3*	*10*	*3*
	1969	*5*	*-1*	*6*	*5*	*7*	*3*	*3*	*-6*	*2*	*15*	*2*	*2*	*9*	*4*	*3*	*20*	*2*
Independents	1966	100	82	107	96	115	86	73	87	104	117	102	99	92	96	108	104	129
(£75 million)	1967	101	84	103	97	120	89	76	86	98	106	104	97	91	102	109	108	138
	1968	106	88	109	101	127	97	78	90	109	105	111	101	95	104	115	120	143
	1969	111	87	115	106	136	98	81	83	112	122	112	104	104	108	116	143	146
	1968	*5*	*6*	*6*	*4*	*6*	*10*	*3*	*4*	*12*	*-1*	*6*	*5*	*5*	*2*	*5*	*11*	*3*
	1969	*4*	*-2*	*6*	*5*	*7*	*1*	*3*	*-7*	*3*	*16*	*1*	*2*	*9*	*4*	*1*	*20*	*2*

(Continued on next page)

RETAIL SALES, *continued*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
FOOTWEAR SHOPS—*contd.*																		
Multiples	1966	100	77	105	97	121	75	65	87	96	113	104	102	92	98	104	105	148
(£173 million)	1967	103	80	102	102	129	82	68	89	91	104	108	106	93	105	108	112	159
	1968	107	83	106	105	135	89	70	88	104	99	113	108	99	108	111	124	164
	1969	113	83	113	111	147	93	72	83	107	114	117	110	108	113	117	149	169
	1968	*4*	*3*	*4*	*4*	*5*	*9*	*3*	*–2*	*14*	*–5*	*4*	*2*	*7*	*3*	*3*	*11*	*3*
	1969	*6*	*—*	*7*	*5*	*8*	*5*	*3*	*–5*	*3*	*15*	*3*	*2*	*9*	*4*	*5*	*21*	*3*
Co-operative Societies	1966	100	79	103	95	124	76	67	92	98	117	95	92	85	104	105	120	142
(£20 million)	1967	96	78	96	90	120	77	67	87	90	106	93	86	78	102	99	112	143
	1968	94	77	93	87	121	80	65	84	91	95	92	84	74	100	94	120	143
	1969	93	72	94	85	121	78	64	74	89	102	90	80	77	95	91	135	133
	1968	*–2*	*–1*	*–3*	*–3*	*1*	*4*	*–3*	*–4*	*1*	*–10*	*—*	*–2*	*–5*	*–3*	*–5*	*7*	*—*
	1969	*–2*	*–6*	*1*	*–2*	*—*	*–2*	*–2*	*–12*	*–2*	*8*	*–3*	*–5*	*4*	*–5*	*–3*	*13*	*7*
MEN'S AND BOYS' WEAR SHOPS, TOTAL	1966	100	87	99	95	119	97	78	86	95	105	98	103	96	88	93	107	148
(£362 million)	1967	100	87	97	97	121	99	79	85	91	99	99	103	96	92	93	108	153
	1968	106	93	102	102	125	104	83	92	97	101	106	108	103	97	94	114	160
	1969	108	93	107	104	129	106	82	90	100	112	109	112	106	97	97	119	163
	1968	*5*	*6*	*5*	*5*	*4*	*5*	*6*	*8*	*7*	*2*	*7*	*4*	*7*	*5*	*1*	*5*	*5*
	1969	*3*	*—*	*6*	*2*	*3*	*3*	*–1*	*–2*	*3*	*12*	*2*	*4*	*4*	*—*	*3*	*5*	*2*
Independents	1966	100	86	98	97	119	98	78	82	91	102	99	101	99	92	89	98	161
(£155 million)	1967	99	83	93	99	122	95	77	80	84	94	98	102	100	97	89	100	165
	1968	104	89	99	104	126	99	82	86	91	96	106	105	107	101	90	105	171
	1969	107	88	102	107	129	99	82	84	92	106	108	111	111	102	93	112	172
	1968	*5*	*6*	*7*	*4*	*3*	*5*	*7*	*8*	*8*	*2*	*9*	*3*	*7*	*4*	*1*	*4*	*3*
	1969	*2*	*–1*	*4*	*3*	*3*	*—*	*—*	*–2*	*—*	*10*	*1*	*5*	*4*	*1*	*3*	*7*	*—*
Multiples	1966	100	89	101	94	116	98	80	90	99	107	98	104	94	85	97	114	133
(£182 million)	1967	102	92	101	95	118	104	83	90	98	103	102	105	94	88	97	114	139
	1968	108	99	106	102	125	110	87	98	103	106	108	111	102	95	99	121	148
	1969	111	99	114	104	129	115	85	96	109	120	112	114	105	95	103	125	154
	1968	*6*	*7*	*5*	*7*	*5*	*6*	*5*	*10*	*6*	*3*	*6*	*6*	*8*	*7*	*2*	*6*	*6*
	1969	*3*	*—*	*7*	*2*	*4*	*4*	*–2*	*–2*	*6*	*13*	*4*	*3*	*3*	*1*	*4*	*3*	*4*
Co-operative Societies	1966	100	76	95	93	136	86	63	79	89	103	94	107	88	87	83	120	191
(£25 million)	1967	95	72	87	89	130	82	60	75	78	93	90	101	83	85	78	111	187
	1968	95	72	88	89	130	82	61	74	82	87	93	98	82	86	72	112	192
	1969	94	70	89	88	129	82	57	72	83	94	89	98	90	79	71	119	183
	1968	*—*	*—*	*1*	*–1*	*—*	*—*	*2*	*–2*	*5*	*–7*	*4*	*–3*	*–1*	*2*	*–9*	*1*	*3*
	1969	*–1*	*–3*	*1*	*–1*	*–1*	*—*	*–8*	*–2*	*2*	*8*	*–5*	*–1*	*9*	*–8*	*—*	*6*	*–5*
WOMEN'S, GIRLS' AND INFANTS' WEAR, DRAPERY AND GENERAL CLOTHING SHOPS, TOTAL	1966	100	82	97	95	127	87	73	86	92	103	95	100	91	93	103	110	159
	1967	102	84	97	96	132	88	76	88	90	99	99	99	91	98	105	114	167
	1968	108	89	104	102	138	92	81	93	101	102	108	106	100	101	109	121	176
(£1,097 million)	1969	113	91	111	107	143	98	81	94	106	116	110	112	103	107	113	127	179
	1968	*6*	*6*	*7*	*6*	*5*	*4*	*7*	*6*	*12*	*2*	*8*	*7*	*9*	*3*	*3*	*6*	*5*
	1969	*4*	*2*	*7*	*5*	*3*	*7*	*–1*	*1*	*5*	*14*	*2*	*5*	*4*	*6*	*4*	*5*	*2*
Independents, Total	1966	100	88	98	94	120	100	77	88	95	104	95	102	89	92	104	106	143
(£529 million)	1967	100	88	96	95	123	99	77	87	93	97	97	100	89	96	106	109	148
	1968	104	92	100	97	126	102	81	92	98	100	102	105	93	95	108	114	150
	1969	105	91	104	99	126	106	78	89	101	109	102	105	95	97	107	115	150
	1968	*3*	*4*	*5*	*3*	*2*	*2*	*5*	*6*	*6*	*3*	*5*	*4*	*5*	*–1*	*1*	*5*	*1*
	1969	*1*	*–1*	*4*	*1*	*—*	*4*	*–4*	*–3*	*3*	*10*	*—*	*—*	*1*	*2*	*—*	*2*	*—*
of which (c):																		
Large	1966	100	87	98	97	118	101	70	89	98	105	92	106	86	99	106	109	134
(. .)	1967	103	90	98	100	125	107	72	89	99	100	96	104	88	106	113	114	145
	1968	108	95	102	104	130	113	76	96	104	103	100	111	96	106	114	122	148
	1969	110	95	108	105	130	120	73	93	109	114	102	111	96	107	116	123	148
	1968	*4*	*6*	*4*	*4*	*3*	*6*	*5*	*7*	*5*	*3*	*4*	*7*	*8*	*—*	*1*	*7*	*2*
	1969	*2*	*—*	*6*	*1*	*1*	*6*	*–3*	*–3*	*5*	*11*	*2*	*—*	*—*	*1*	*1*	*1*	*—*
Medium	1966	100	88	97	95	119	106	72	86	96	105	93	104	88	94	106	106	141
(. .)	1967	102	88	96	97	125	106	74	86	94	100	95	103	88	99	108	110	150
	1968	106	94	101	99	128	112	79	92	101	103	100	108	93	97	110	117	152
	1969	108	94	108	102	130	118	75	90	108	115	103	110	98	98	108	121	155
	1968	*4*	*6*	*5*	*2*	*3*	*5*	*7*	*7*	*7*	*3*	*5*	*4*	*6*	*–2*	*1*	*6*	*1*
	1969	*3*	*—*	*7*	*3*	*2*	*6*	*–6*	*–2*	*6*	*12*	*3*	*2*	*5*	*2*	*–1*	*4*	*2*
Small	1966	100	89	98	93	120	97	81	89	94	103	97	99	91	90	103	105	146
(. .)	1967	99	87	95	93	121	94	80	87	90	95	98	98	90	91	103	106	148
	1968	102	89	99	95	124	94	83	91	95	97	103	102	93	91	105	109	150
	1969	102	88	101	95	123	97	81	88	96	106	101	101	93	93	104	110	148
	1968	*3*	*3*	*4*	*2*	*2*	*—*	*4*	*5*	*5*	*2*	*5*	*4*	*4*	*—*	*2*	*3*	*1*
	1969	*—*	*–1*	*2*	*1*	*–1*	*3*	*–3*	*–4*	*2*	*9*	*–2*	*–1*	*—*	*3*	*—*	*1*	*–1*
Multiples	1966	100	75	96	95	134	73	70	83	88	102	97	99	93	94	101	113	176
(£504 million)	1967	105	81	99	99	143	76	75	89	88	103	104	100	96	102	106	120	191
	1968	115	87	110	110	154	83	83	95	106	105	117	111	110	110	112	130	206
	1969	125	93	121	121	164	92	86	100	114	126	123	124	117	121	122	141	215
	1968	*9*	*9*	*12*	*11*	*8*	*8*	*11*	*7*	*21*	*3*	*12*	*11*	*15*	*8*	*6*	*8*	*8*
	1969	*8*	*7*	*10*	*9*	*6*	*11*	*4*	*6*	*8*	*19*	*5*	*12*	*6*	*11*	*9*	*8*	*4*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
WOMEN'S, GIRLS' AND INFANTS' WEAR DRAPERY AND GENERAL CLOTHING SHOPS—*contd.*																		
Co-operative Societies (£64 million)	1966	100	86	93	92	130	88	74	93	91	104	86	96	83	97	100	122	160
	1967	96	83	88	88	125	86	72	88	84	96	85	89	78	94	96	115	155
	1968	97	83	88	88	128	84	73	89	85	92	87	90	78	94	94	118	163
	1969	95	79	91	86	124	85	66	84	88	103	85	87	80	91	92	120	154
	1968	*1*	—	—	—	*3*	*–2*	—	*2*	*1*	*–4*	*2*	*1*	—	*–1*	*–2*	*3*	*5*
	1969	*–2*	*–4*	*4*	*–2*	*–3*	*1*	*–9*	*–6*	*3*	*11*	*–2*	*–3*	*2*	*–3*	*–2*	*1*	*–6*
Durable Goods Shops																		
DURABLE GOODS SHOPS, TOTAL (£1,176 million)	1966	100	96	95	97	112	103	92	93	95	97	94	104	93	95	106	108	119
	1967	104	94	94	102	125	100	92	90	95	94	93	103	98	104	116	122	136
	1968	113	116	99	108	128	117	112	119	98	99	99	110	106	107	121	126	136
	1969	113	106	104	109	132	112	100	105	103	106	104	109	109	110	124	131	139
	1968	*9*	*24*	*5*	*6*	*2*	*16*	*22*	*32*	*3*	*6*	*6*	*7*	*8*	*3*	*4*	*3*	—
	1969	—	*–9*	*6*	*2*	*3*	*–4*	*–11*	*–12*	*5*	*7*	*5*	*–1*	*3*	*3*	*3*	*4*	*2*
Independents (£592 million)	1966	100	96	95	97	113	104	92	91	95	96	94	106	92	93	104	106	127
	1967	101	92	92	98	123	101	90	88	92	92	92	102	94	99	110	115	139
	1968	109	110	97	103	126	115	106	110	95	98	97	109	102	100	115	120	139
	1969	108	102	99	103	126	112	96	98	99	102	98	106	103	101	118	122	137
	1968	*7*	*19*	*5*	*5*	*2*	*14*	*17*	*26*	*4*	*7*	*6*	*6*	*8*	*1*	*4*	*4*	—
	1969	*–1*	*–8*	*2*	—	—	*–2*	*–9*	*–11*	*3*	*4*	—	*–3*	*1*	*1*	*2*	*2*	*–2*
Multiples (£492 million)	1966	100	97	96	98	109	101	94	95	95	97	95	102	95	98	110	111	107
	1967	109	98	98	109	130	102	98	95	101	96	97	105	106	113	126	133	131
	1968	120	127	104	117	133	121	125	134	103	102	105	114	115	120	132	135	132
	1969	123	115	114	122	143	115	109	118	111	113	117	116	122	126	137	145	146
	1968	*11*	*30*	*6*	*7*	*2*	*20*	*28*	*41*	*3*	*6*	*8*	*8*	*8*	*6*	*5*	*2*	*1*
	1969	*3*	*–10*	*10*	*5*	*7*	*–5*	*–13*	*–12*	*7*	*10*	*12*	*2*	*6*	*5*	*3*	*7*	*11*
Co-operative Societies (£91 million)	1966	100	96	95	96	114	99	89	98	97	102	88	102	89	97	100	112	126
	1967	98	88	88	94	121	92	83	88	88	93	84	95	87	99	105	119	135
	1968	102	107	86	96	120	107	99	114	85	92	84	96	89	100	102	119	136
	1969	99	90	91	94	119	94	79	95	91	97	86	92	90	100	106	122	127
	1968	*5*	*22*	*–2*	*2*	—	*16*	*19*	*29*	*–4*	*–1*	*–1*	*2*	*2*	*1*	*–3*	—	*1*
	1969	*–4*	*–16*	*5*	*–1*	*–1*	*–12*	*–20*	*–16*	*8*	*6*	*2*	*–4*	*1*	*–1*	*4*	*2*	*–6*
FURNITURE SHOPS, TOTAL (Excluding Co-operative Societies) (£486 million)	1966	100	94	99	99	109	105	89	90	93	102	100	110	94	93	105	107	114
	1967	100	89	93	98	118	98	86	84	90	95	94	102	94	98	111	117	125
	1968	106	106	99	101	118	110	102	105	95	102	99	108	100	97	113	118	122
	1969	103	94	102	100	117	105	88	90	97	107	101	105	98	97	115	118	118
	1968	*6*	*19*	*6*	*3*	—	*12*	*19*	*25*	*5*	*7*	*5*	*6*	*6*	*–1*	*2*	*1*	*–2*
	1969	*–3*	*–11*	*3*	*–1*	*–1*	*–4*	*–14*	*–15*	*3*	*5*	*2*	*–2*	*–1*	—	*1*	—	*–3*
Independents, Total (£346 million)	1966	100	94	98	99	110	103	87	92	93	101	100	111	93	93	104	108	116
	1967	100	91	95	99	117	101	86	87	91	96	97	104	94	98	109	116	124
	1968	106	106	99	102	118	112	101	106	94	102	101	109	100	97	112	118	123
	1969	102	95	100	99	115	108	88	91	96	105	100	105	98	96	112	116	115
	1968	*6*	*17*	*4*	*3*	*1*	*11*	*17*	*22*	*3*	*6*	*5*	*4*	*6*	*–1*	*3*	*2*	*–1*
	1969	*–4*	*–11*	*1*	*–2*	*–3*	*–4*	*–13*	*–14*	*2*	*3*	*–1*	*–4*	*–2*	*–1*	—	*–1*	*–6*
of which (c): Large (. .)	1966	100	94	101	98	107	106	85	92	92	98	110	114	92	90	100	104	115
	1967	100	91	96	97	117	103	83	89	89	91	105	104	94	93	104	113	130
	1968	107	109	103	100	117	117	96	114	94	99	113	110	100	91	107	118	123
	1969	102	98	101	96	112	113	84	98	94	99	110	108	97	84	107	115	114
	1968	*7*	*20*	*8*	*3*	—	*14*	*16*	*28*	*5*	*10*	*8*	*6*	*7*	*–3*	*4*	*4*	*–5*
	1969	*–5*	*–10*	*–1*	*–4*	*–4*	*–3*	*–13*	*–14*	—	*–1*	*–3*	*–2*	*–3*	*–7*	—	*–2*	*–8*
Medium and small (. .)	1966	100	94	97	99	111	102	88	92	94	101	96	110	93	94	106	109	116
	1967	101	91	95	99	117	100	87	86	92	98	94	105	95	99	111	117	122
	1968	106	105	98	102	119	110	103	103	94	103	97	109	100	99	114	118	123
	1969	103	94	100	101	115	106	89	88	97	108	96	104	99	100	114	117	116
	1968	*5*	*16*	*3*	*3*	*1*	*10*	*18*	*20*	*2*	*4*	*3*	*4*	*6*	—	*3*	*1*	—
	1969	*–3*	*–11*	*2*	*–2*	*–3*	*–4*	*–13*	*–14*	*3*	*5*	—	*–4*	*–2*	*1*	—	*–1*	*–6*
Multiples (£140 million)	1966	100	95	101	98	106	110	95	84	95	108	100	106	96	94	106	103	107
	1967	97	83	87	95	122	89	85	76	85	91	87	94	93	99	118	121	127
	1968	105	104	97	99	118	103	106	103	97	102	94	104	98	97	117	118	120
	1969	106	90	104	102	127	98	87	86	101	112	100	106	98	101	124	126	130
	1968	*8*	*25*	*12*	*4*	*–3*	*16*	*25*	*35*	*15*	*13*	*8*	*11*	*5*	*–2*	*–1*	*–2*	*–6*
	1969	*1*	*–13*	*7*	*3*	*7*	*–5*	*–18*	*–16*	*3*	*10*	*7*	*3*	*1*	*4*	*6*	*7*	*8*
OTHER DURABLE GOODS SHOPS, TOTAL (Excluding Co-operative Societies) (£599 million)	1966	100	98	92	96	114	102	96	95	96	92	90	100	93	96	108	109	122
	1967	108	99	95	106	132	103	99	96	100	93	94	105	103	110	121	126	144
	1968	120	126	101	114	137	123	122	131	102	99	101	113	113	116	129	133	147
	1969	123	117	109	119	145	120	112	119	109	107	110	114	120	122	134	142	158
	1968	*11*	*27*	*6*	*8*	*4*	*19*	*24*	*37*	*2*	*6*	*8*	*8*	*9*	*6*	*6*	*5*	*2*
	1969	*2*	*–7*	*8*	*4*	*6*	*–3*	*–8*	*–9*	*6*	*8*	*9*	*1*	*6*	*5*	*4*	*7*	*7*
Independents (£246 million)	1966	100	98	90	94	118	106	98	91	97	89	86	100	90	92	104	103	141
	1967	103	94	88	98	131	101	95	89	93	87	86	100	94	100	112	114	159
	1968	113	115	95	105	136	119	112	116	98	94	93	108	103	103	119	123	160
	1969	115	111	98	108	142	118	107	107	102	99	95	107	108	108	126	130	165
	1968	*10*	*22*	*7*	*7*	*4*	*18*	*18*	*30*	*5*	*8*	*8*	*9*	*10*	*3*	*6*	*8*	*1*
	1969	*2*	*–4*	*4*	*3*	*4*	—	*–5*	*–7*	*5*	*5*	*3*	*–1*	*5*	*4*	*6*	*5*	*3*

(Continued on next page)

RETAIL SALES, *continued*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
OTHER DURABLE GOODS SHOPS—*contd.*																		
Multiples, Total (£353 million)	1966	100	97	94	98	110	99	93	99	96	94	93	100	95	99	111	114	106
	1967	112	103	101	113	133	105	102	101	106	98	100	109	111	118	129	136	132
	1968	125	135	106	122	138	127	131	144	105	102	108	117	121	127	138	141	136
	1969	129	122	117	128	148	121	116	129	114	113	123	119	130	134	141	152	151
	1968	*11*	*31*	*5*	*8*	*4*	*21*	*28*	*42*	—	*4*	*9*	*7*	*9*	*8*	*6*	*3*	*3*
	1969	*3*	*–9*	*11*	*5*	*7*	*–5*	*–11*	*–10*	*8*	*11*	*13*	*2*	*8*	*6*	*3*	*8*	*11*
of which:																		
Electricity Showrooms (£65 million)	1966	100	91	95	98	115	98	89	88	89	104	94	106	91	97	116	116	114
	1967	116	99	104	116	143	107	96	95	105	111	98	118	111	119	136	143	148
	1968	140	154	110	137	159	152	141	166	94	111	123	131	131	148	169	160	151
	1969	150	140	130	156	173	144	129	145	118	126	142	147	152	167	174	178	169
	1968	*21*	*56*	*6*	*18*	*12*	*42*	*47*	*75*	*–11*	—	*25*	*10*	*18*	*24*	*24*	*12*	*2*
	1969	*7*	*–9*	*18*	*14*	*9*	*–5*	*–8*	*–13*	*26*	*14*	*15*	*11*	*16*	*15*	*3*	*11*	*13*
Gas showrooms (£92 million)	1966	100	95	94	101	110	90	90	102	95	101	88	99	99	105	123	123	89
	1967	108	98	99	111	124	94	98	102	103	100	95	103	108	120	135	137	104
	1968	116	128	101	112	121	103	130	147	101	106	98	104	107	123	128	134	105
	1969	113	102	111	111	129	91	95	116	98	122	113	106	111	116	126	141	121
	1968	*7*	*31*	*3*	*1*	*–2*	*10*	*33*	*44*	*–1*	*6*	*3*	*1*	*–1*	*3*	*–6*	*–2*	*1*
	1969	*–2*	*–20*	*10*	*–1*	*6*	*–12*	*–27*	*–21*	*–4*	*16*	*15*	*2*	*3*	*–6*	*–2*	*6*	*15*
Radio and Television Rental Specialists (£109 million)	1966	100	106	98	98	99	103	104	109	98	88	105	100	96	98	100	105	94
	1967	109	110	103	107	115	112	112	108	106	93	109	106	106	109	112	124	110
	1968	121	127	109	119	127	128	128	126	114	99	113	118	121	117	127	131	124
	1969	132	139	124	127	139	138	137	143	124	109	137	121	131	129	133	144	140
	1968	*11*	*15*	*6*	*11*	*11*	*14*	*15*	*17*	*7*	*6*	*4*	*11*	*14*	*8*	*13*	*6*	*13*
	1969	*10*	*10*	*14*	*7*	*9*	*8*	*7*	*13*	*9*	*10*	*20*	*3*	*8*	*10*	*5*	*9*	*13*
RADIO AND ELECTRICAL GOODS SHOPS, TOTAL (e) (£333 million)	1966	100	97	89	94	120	106	95	90	97	87	85	99	91	94	106	106	142
	1967	108	96	91	104	140	103	96	91	97	88	88	103	101	107	121	124	169
	1968	118	122	96	111	143	124	116	125	101	94	95	112	111	110	125	130	167
	1969	118	110	99	113	149	117	105	108	106	97	95	107	115	115	131	136	174
	1968	*9*	*27*	*6*	*6*	*2*	*20*	*21*	*38*	*4*	*7*	*8*	*8*	*9*	*3*	*3*	*5*	*–1*
	1969	—	*–10*	*3*	*2*	*4*	*–6*	*–10*	*–13*	*5*	*4*	—	*–4*	*4*	*4*	*5*	*5*	*4*
Miscellaneous non-food shops																		
MISCELLANEOUS NON-FOOD SHOPS, TOTAL (b) (£2,542 million)	1966	100	88	95	99	118	85	86	93	95	96	95	101	100	96	98	103	144
	1967	103	91	96	101	123	86	89	96	96	95	97	101	102	100	101	108	153
	1968	110	97	104	109	130	91	95	103	104	103	105	109	111	107	107	114	160
	1969	113	99	108	112	134	96	95	105	107	109	108	112	115	111	112	120	164
	1968	*7*	*7*	*9*	*8*	*5*	*6*	*7*	*7*	*9*	*9*	*9*	*8*	*9*	*7*	*5*	*6*	*5*
	1969	*3*	*3*	*4*	*3*	*4*	*5*	—	*2*	*3*	*6*	*3*	*3*	*3*	*4*	*5*	*5*	*2*
CONFECTIONERS, TOBACCONISTS, NEWSAGENTS, TOTAL (£1,030 million)	1966	100	94	96	101	109	90	93	97	99	94	96	102	102	99	99	102	124
	1967	103	97	98	103	114	92	95	102	98	96	98	103	103	101	102	106	130
	1968	108	100	106	111	117	96	100	104	108	102	107	112	112	110	104	109	134
	1969	112	103	107	113	124	100	101	108	110	104	108	113	114	111	112	117	140
	1968	*6*	*3*	*8*	*8*	*3*	*4*	*5*	*2*	*10*	*6*	*8*	*8*	*8*	*8*	*3*	*3*	*3*
	1969	*3*	*3*	*1*	*2*	*6*	*4*	*1*	*4*	*1*	*2*	*1*	*1*	*2*	*2*	*7*	*7*	*4*
INDEPENDENTS (£882 million)	1966	100	94	96	101	109	91	93	97	99	94	96	102	103	99	98	102	122
	1967	102	96	98	103	113	92	95	101	98	96	99	104	104	102	101	105	128
	1968	108	99	105	111	116	95	99	103	108	102	107	112	112	110	105	109	132
	1969	111	102	107	113	123	99	100	106	109	103	108	113	114	111	111	116	137
	1968	*6*	*3*	*8*	*8*	*3*	*4*	*4*	*2*	*10*	*6*	*8*	*8*	*8*	*9*	*4*	*4*	*3*
	1969	*3*	*3*	*1*	*1*	*5*	*4*	*1*	*3*	*1*	*1*	*1*	*1*	*2*	*1*	*7*	*6*	*4*
MULTIPLES (£148 million)	1966	100	93	95	97	114	88	92	99	101	95	92	99	99	94	101	102	135
	1967	105	101	98	100	122	94	97	110	98	98	97	101	101	98	106	110	144
	1968	110	105	107	107	122	98	103	111	110	105	106	108	110	104	104	111	146
	1969	116	108	108	112	135	103	103	117	112	108	105	110	112	112	117	123	159
	1968	*5*	*4*	*10*	*7*	—	*5*	*6*	*1*	*13*	*8*	*9*	*7*	*9*	*5*	*–2*	*1*	*1*
	1969	*5*	*3*	*1*	*5*	*10*	*5*	*–1*	*5*	*1*	*3*	—	*2*	*3*	*8*	*13*	*10*	*9*
BOOKSELLERS, STATIONERS Independents (£79 million)	1966	100	93	84	91	132	91	95	93	86	85	81	88	91	94	103	120	165
	1967	105	97	88	96	137	96	101	96	90	87	87	92	96	100	106	126	171
	1968	112	105	93	105	147	103	107	104	96	94	90	101	107	107	112	136	183
	1969	121	114	101	114	156	114	110	117	103	99	102	107	115	118	126	147	187
	1968	*8*	*8*	*6*	*10*	*7*	*7*	*6*	*9*	*7*	*8*	*4*	*10*	*12*	*7*	*6*	*8*	*7*
	1969	*8*	*9*	*8*	*8*	*6*	*11*	*3*	*12*	*7*	*4*	*13*	*6*	*7*	*11*	*12*	*8*	*2*
CHEMISTS, PHOTOGRAPHIC GOODS DEALERS, TOTAL (d) (£350 million)	1966	100	86	96	102	117	86	84	87	89	96	101	107	105	95	94	97	151
	1967	103	87	96	105	123	87	84	89	88	94	104	109	108	99	95	102	162
	1968	111	95	104	113	131	92	90	100	96	101	113	115	119	106	104	109	170
	1969	115	98	110	118	133	101	94	100	103	109	116	123	125	107	106	112	172
	1968	*8*	*9*	*8*	*7*	*6*	*6*	*7*	*13*	*8*	*7*	*9*	*6*	*10*	*6*	*9*	*7*	*5*
	1969	*4*	*4*	*6*	*4*	*2*	*9*	*4*	—	*7*	*8*	*3*	*7*	*5*	*1*	*2*	*2*	*1*
Independents (£183 million)	1966	100	89	99	107	106	90	86	89	90	99	106	110	115	98	94	88	128
	1967	101	88	97	108	110	90	85	89	88	94	107	111	116	100	96	92	135
	1968	107	95	103	113	115	95	89	100	95	97	115	113	123	105	104	99	138
	1969	111	98	108	116	119	102	93	100	101	105	117	118	127	105	106	100	145
	1968	*6*	*8*	*6*	*5*	*5*	*6*	*5*	*12*	*7*	*3*	*7*	*2*	*7*	*5*	*8*	*7*	*2*
	1969	*4*	*4*	*5*	*3*	*4*	*7*	*4*	*1*	*7*	*8*	*2*	*4*	*3*	—	*2*	*1*	*5*

Table 4 – *continued*

1966 = 100

Kind of Business Sales in 1966 – provisional estimates		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
CHEMISTS, PHOTOGRAPHIC GOODS DEALERS—*contd.*																		
Multiples (£145 million)	1966	100	81	91	97	131	80	80	84	86	92	94	104	95	92	95	107	178
	1967	106	85	95	103	140	82	83	88	88	93	102	109	101	101	96	114	195
	1968	117	95	106	115	151	89	92	102	98	105	113	119	116	109	106	123	210
	1969	121	99	113	122	152	100	96	101	106	114	118	132	125	111	109	127	206
	1968	*10*	*12*	*12*	*11*	*8*	*8*	*11*	*16*	*11*	*13*	*11*	*9*	*16*	*9*	*10*	*7*	*8*
	1969	*4*	*5*	*7*	*6*	*1*	*13*	*5*	*–1*	*8*	*8*	*4*	*10*	*8*	*2*	*4*	*3*	*–2*
Co-operative Societies (£22 million)	1966	100	90	97	95	118	90	91	90	96	96	99	98	95	91	90	105	153
	1967	98	88	94	93	117	88	88	89	90	95	97	99	95	87	87	103	152
	1968	100	91	95	95	120	87	92	94	91	96	98	104	95	89	90	105	155
	1969	101	91	96	99	118	92	89	92	94	99	96	106	94	97	84	107	155
	1968	*2*	*3*	*1*	*2*	*2*	*–1*	*4*	*5*	*1*	*1*	*1*	*5*	*–1*	*2*	*4*	*2*	*2*
	1969	*1*	*—*	*1*	*4*	*–1*	*6*	*–3*	*(–2*	*3*	*3*	*–3*	*2*	*–1*	*9*	*–7*	*2*	*—*
JEWELLERS, TOTAL (£116 million)	1966	100	78	83	96	142	72	78	84	81	83	86	98	97	94	92	95	220
	1967	104	79	83	97	158	73	80	85	80	82	86	93	99	98	95	111	247
	1968	117	102	92	106	168	86	96	119	86	92	96	103	109	105	105	119	257
	1969	115	95	97	105	162	89	94	100	92	99	101	101	109	104	106	117	242
	1968	*12*	*28*	*11*	*9*	*6*	*19*	*20*	*41*	*9*	*12*	*11*	*11*	*10*	*6*	*10*	*7*	*4*
	1969	*–2*	*–7*	*6*	*–1*	*–4*	*4*	*–3*	*–16*	*6*	*8*	*6*	*–2*	*—*	*–1*	*1*	*–1*	*–6*
Independents (£85 million)	1966	100	79	85	97	139	73	79	84	82	85	88	99	96	95	92	94	213
	1967	104	80	84	97	156	73	81	85	80	83	88	94	98	99	96	111	238
	1968	116	102	93	105	164	88	99	117	88	94	97	104	107	104	105	117	249
	1969	113	94	99	103	157	90	94	98	92	100	103	100	106	103	105	115	233
	1968	*11*	*28*	*10*	*8*	*6*	*19*	*21*	*38*	*9*	*12*	*10*	*11*	*9*	*5*	*9*	*5*	*4*
	1969	*–3*	*–8*	*6*	*–2*	*–4*	*3*	*–5*	*–17*	*5*	*7*	*6*	*–4*	*–1*	*–2*	*—*	*–2*	*–6*
Multiples (£31 million)	1966	100	75	76	94	155	69	73	82	75	76	76	95	98	90	92	97	251
	1967	105	76	76	95	170	69	74	83	77	75	77	88	102	95	90	111	283
	1968	119	99	85	106	183	80	86	125	82	84	89	98	116	105	106	125	292
	1969	120	96	93	112	181	85	92	108	90	94	94	105	122	108	113	128	278
	1968	*13*	*30*	*12*	*12*	*8*	*15*	*16*	*50*	*6*	*11*	*16*	*11*	*13*	*11*	*18*	*13*	*8*
	1969	*2*	*–3*	*8*	*5*	*–1*	*7*	*7*	*–14*	*9*	*12*	*5*	*8*	*5*	*3*	*7*	*2*	*–5*
LEATHER GOODS, SPORTS GOODS, TOYS AND FANCY GOODS SHOPS, TOTAL (£123 million)	1966	100	70	84	103	143	70	66	73	85	84	83	97	108	103	88	100	222
	1967	102	72	83	103	151	72	68	75	82	83	83	95	110	106	93	105	235
	1968	110	76	90	111	162	75	71	81	89	88	91	100	121	113	98	114	252
	1969	113	78	93	114	168	82	69	81	90	95	92	103	124	114	107	119	255
	1968	*7*	*6*	*9*	*8*	*8*	*4*	*5*	*8*	*9*	*6*	*10*	*5*	*10*	*7*	*6*	*9*	*7*
	1969	*3*	*2*	*3*	*2*	*3*	*9*	*–2*	*1*	*1*	*8*	*1*	*4*	*3*	*1*	*9*	*4*	*1*
IRONMONGERS AND HARDWARE SHOPS, TOTAL (£298 million)	1966	100	93	99	98	110	91	88	99	100	101	96	98	99	98	101	102	123
	1967	102	95	99	101	116	90	92	100	102	99	96	99	103	100	104	107	132
	1968	109	101	107	106	121	95	98	109	110	109	104	104	110	104	109	113	137
	1969	111	99	110	110	124	98	95	103	111	115	106	106	113	111	115	116	138
	1968	*6*	*7*	*9*	*5*	*5*	*5*	*6*	*9*	*8*	*10*	*8*	*5*	*6*	*4*	*4*	*6*	*4*
	1969	*2*	*–2*	*3*	*4*	*2*	*4*	*–3*	*–6*	*1*	*6*	*2*	*1*	*3*	*6*	*5*	*2*	*—*
Independents (£260 million)	1966	100	94	99	98	108	93	89	100	102	101	96	98	99	97	101	102	119
	1967	102	96	99	99	114	92	94	101	103	99	95	98	101	99	103	106	128
	1968	109	102	108	105	119	96	99	110	111	110	103	103	109	103	108	113	133
	1969	111	101	112	110	122	100	98	104	113	117	107	106	113	111	115	116	133
	1968	*6*	*6*	*9*	*6*	*5*	*5*	*5*	*9*	*8*	*11*	*8*	*6*	*7*	*5*	*5*	*6*	*4*
	1969	*3*	*–1*	*4*	*5*	*3*	*4*	*–1*	*–5*	*2*	*7*	*4*	*3*	*4*	*8*	*6*	*3*	*—*
Multiples (£38 million)	1966	100	81	94	102	123	76	75	92	87	98	96	99	105	102	101	109	151
	1967	106	83	96	112	133	78	78	92	90	94	101	109	115	111	110	119	163
	1968	112	93	103	114	136	85	87	105	100	99	109	111	117	113	112	120	169
	1969	106	84	95	109	136	83	75	92	92	97	97	102	112	111	110	119	171
	1968	*5*	*12*	*8*	*2*	*2*	*9*	*12*	*15*	*11*	*6*	*7*	*1*	*2*	*2*	*2*	*1*	*4*
	1969	*–5*	*–10*	*–7*	*–4*	*—*	*–3*	*–13*	*–13*	*–7*	*–3*	*–10*	*–8*	*–5*	*–1*	*–2*	*–1*	*1*
OTHER MISCELLANEOUS NON-FOOD SHOPS (h) Independents (£100 million)	1966	100	95	104	93	107	84	95	104	102	111	101	94	90	95	98	96	123
	1967	103	98	105	96	113	84	99	107	107	106	103	96	93	99	102	101	132
	1968	108	104	113	100	115	88	104	117	118	113	109	100	98	100	102	105	133
	1969	109	99	119	102	117	88	99	109	123	124	113	101	100	105	110	105	131
	1968	*5*	*6*	*8*	*4*	*1*	*4*	*5*	*9*	*10*	*7*	*6*	*5*	*6*	*1*	*—*	*5*	*1*
	1969	*1*	*–4*	*5*	*3*	*2*	*1*	*–5*	*–7*	*4*	*10*	*3*	*—*	*2*	*5*	*8*	*—*	*–1*

General notes:

(a) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by December 1969 sales was the five weeks from November 30, 1969 to January 3, 1970, the corresponding period in 1968 was from November 24, 1968 to December 28, 1968. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax. July 1969 was exceptionally a five week period.

(b) Includes figures of variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Includes bakery departments of co-operative societies.

(g) Excluding the bakery department of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in December

NEW INSTALMENT CREDIT extended by finance houses in the fourth quarter of 1969, after allowing for seasonal factors, was 8 per cent more than in the third quarter. This continued the upward movement which started in the third quarter after a fall in the first half year. Instalment credit sales by durable goods shops in the fourth quarter rose 4 per cent by value from the level of the first three quarters of the year.

With total new credit exceeding repayments, debt outstanding increased by £8 million during the fourth quarter, on a seasonally adjusted basis. This followed a fall of £33 million in the first half year (which reflected the impact of the 1968 'November measures'), and a further small reduction in the third quarter.

In 1969 as a whole, new credit extended by finance houses was less than in each of the two previous years, but a little higher than in 1966. Instalment credit sales by durable goods shops were less than in 1968 but much the same as in 1966 and 1967. Over the whole of 1969 total debt outstanding fell by £26 million, a fall which compares with a rise of £31 million during 1968.

Finance houses

New credit advanced by finance houses in December was 8 per cent more than in the same period of 1968, an increase which contrasts with the reduction compared with a year earlier reported in recent months; the comparison for December reflects the subdued level of business in December 1968, following the restrictive measures introduced in the previous month.

Credit extended by finance houses in the fourth quarter as a whole was 5 per cent less than a year earlier: increases on a year earlier in new credit extended for commercial vehicles (10 per cent), caravans (9 per cent) and other goods (5 per cent) were not sufficient wholly to offset decreases for new cars (21 per cent), used cars (4 per cent) and the remaining categories of finance house business. Since roughly half of finance house business is in connection with the purchase of cars, the pattern of finance house new lending in 1969 was largely determined by the demand for cars.

The debt outstanding to finance houses at the end of 1969 stood at £787 million, a decrease of £21 million compared with the end of 1968.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1966	904	235	669	1,041	-137
1967	981	235	746	1,027	- 46
1968	1,027	258	769	996	31
1969	930	229	701	956	- 26
1966 1st quarter	270	69	201	274	- 4
2nd quarter	251	61	190	268	- 17
3rd quarter	202	55	147	251	- 49
4th quarter	181	50	131	248	- 67
1967 1st quarter	198	53	145	254	- 56
2nd quarter	215	53	162	254	- 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	- 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	225r	56	169r	242r	- 17
2nd quarter	223r	57	166r	239r	- 16
3rd quarter	234r	58	176r	235r	- 1
4th quarter	248	58	190	240	8

(†) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other instalment credit business

Seasonally adjusted

	Increase in debt outstanding to finance houses, durable goods shops and department stores — £ million	Finance Houses: *New instalment credit extended per calendar month (Index 1966 = 100)*	Finance Houses: Increase in debt — £ million	Durable Goods Shops: *Instalment credit sales per week (Index 1961 = 100)*	Durable Goods Shops: Increase in debt — £ million
1966	-137	*100*	-84	*93*	-51
1967	- 46	*113*	-15	*94*	-30
1968	31	*115*	26	*102*	2
1969	- 26	*105*	-21	*94*	- 5
1966 1st quarter	- 4	*120*	3	*104*	- 5
2nd quarter	- 17	*114*	- 5	*95*	-11
3rd quarter	- 49	*88*	-33	*88*	-15
4th quarter	- 67	*78*	-49	*83*	-20
1967 1st quarter	- 56	*87*	-41	*87*	-12
2nd quarter	- 39	*98*	-27	*88*	-11
3rd quarter	13	*129*	21	*96*	- 8
4th quarter	36	*137*	32	*105*	1
1968 1st quarter	28	*129*	24	*120*	4
2nd quarter	- 22	*101*	-18	*92*	- 3
3rd quarter	8	*113*	9	*99*	—
4th quarter	17	*119*	11	*98*	1
1969 1st quarter	- 17	*102r*	- 9	*93*	- 5
2nd quarter	- 16	*99r*	-17	*93*	2
3rd quarter	- 1	*105r*	1	*94*	- 2
4th quarter	8	*113*	4	*97*	—
1969 July	- 4	*103r*	- 2	*91*	- 3
August	—	*104r*	- 1	*98*	2
September	3	*108r*	4	*93*	- 1
October	1r	*114r*	1r	*96*	—
November	- 1	*104r*	- 2r	*98*	—
December	8r	*122*	5	*97*	—
3 months ended September 1969	- 1	*105r*	1	*94*	- 2
3 months ended December 1969	8	*113*	4	*97*	—
Percentage increase		*8*		*4*	

Durable goods shops and department stores

Instalment credit sales by durable goods shops in December were 3 per cent more by value than in December 1968, an increase which followed no change in November and a run of falls compared with a year earlier in previous months; as in the case of finance house business, this largely reflects experience in 1968, following the November measures. The value of the instalment credit sales of other durable goods shops, which include radio and electrical goods shops, showed an 11 per cent increase in December when compared with the corresponding period in 1968, following a 5 per cent rise in November; furniture shops recorded a 4 per cent decrease on a year earlier not very different from the experience of recent months.

Debt outstanding to durable goods shops and department stores at the end of 1969 was £5 million less than at the end of 1968.

Other instalment credit retailers

The value in December of the instalment credit sales of general mail order houses, which account for the greater part of the credit business of this group of retailers, was 2 per cent higher than a year earlier, a rather smaller increase than was recorded on average in recent months. In 1969 as a whole the value of the instalment credit sales of this group of retailers showed a 4 per cent increase on 1968, a slower rate of growth than in recent years.

The debt outstanding to this group of retailers rose by £24 million in December, largely due to seasonal factors: the end-year level of £232 million was £10 million higher than at the end of 1968.

Note: End year revisions have been made to the seasonally adjusted figures, to bring the total of the individual months into line with the corresponding recorded figures for the year. Some adjustment, either upward or downward, normally has to be made at the end of the year, because the seasonally adjusted figures do not as a rule add up precisely to the year's total.

Table 3. Hire purchase and other credit instalments outstanding

£ million, end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
Finance Houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,052	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§) (£673)		Durable Goods Shops Total (†) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
1966	124	- 3	93	-17	103	- 1	125	- 6	184	11	93	- 2
1967	128	3	94	2	108	5	119	- 4	195	6	92	- 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	- 1	94	- 7	118	3	117	- 3	219	4	91	- 2
1966 1st quarter	115	2	97	- 9	95	8	96	-12	162	14	71	- 1
2nd quarter	119	—	90	-14	97	1	120	2	176	8	86	- 5
3rd quarter	111	- 6	86	-19	92	- 6	108	- 7	160	8	83	- 5
4th quarter	152	- 7	97	-26	128	- 5	176	- 6	237	6	134	1
1967 1st quarter	108	- 6	81	-17	89	- 6	90	- 6	170	5	69	- 2
2nd quarter	118	- 1	83	- 8	96	- 1	110	- 8	186	6	84	- 3
3rd quarter	116	5	93	7	100	8	103	- 4	167	4	82	- 1
4th quarter	170	12	122	25	148	15	175	- 1	256	8	131	- 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	- 1	175	5	84	2
4th quarter	173	2	113	- 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	-10	87	-22	98	- 7	89	- 7	187	- 1	65	- 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	- 6	107	4	95	- 7	187	7	83	- 1
4th quarter	178	3	113	- 1	156	5	175	1	294	6	131	- 1
July*	117	—	91	- 4	117	1	99	- 4	172	5	80	- 8
August	116	1	89	- 6	96	6	88	- 5	180	8	81	2
September*	127	—	92	- 8	106	5	96	-11	205	8	87	4
October	163	2	108	- 6	130	6	131	—	283	8	86	2
November	186	5	116	—	146	4	167	1	323	8	127	12
December*	184	2	115	3	185	4	217	—	280	2	171	- 8

(Continued on next page)

HIRE PURCHASE—*continued*

Table 4, *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	- 7	107	- 5	78	-10	84	-12	81	-11	79	- 9	82	-12	109	- 4	84	- 7
1966 1st quarter	97	- 9	101	- 9	90	- 9	106	- 7	95	- 2	95	3	96	- 6	97	-14	85	- 9
2nd quarter	90	-14	97	-13	79	-14	96	-14	91	-10	93	-11	89	- 8	88	-17	73	-18
3rd quarter	86	-19	96	-16	73	-23	84	-24	88	-18	90	-17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	-23	78	-18	85	-12	70	-18
2nd quarter	83	- 8	93	- 5	69	-12	80	-16	76	-16	74	-20	79	-11	89	1	68	- 6
3rd quarter	93	7	103	8	78	7	89	5	84	- 5	79	-12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	9	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
4th quarter	113	- 1	127	3	95	- 7	104	- 5	97	- 4	95	- 1	99	- 8	129	3	104	1
1969 July*	91	- 4	102	- 1	76	- 6	80	-14	83	- 4	80	- 2	85	- 5	100	- 3	73	- 7
August	89	- 6	102	- 5	73	- 5	79	- 7	72	-11	67	-13	77	-10	106	- 1	82	- 4
September*	92	- 8	108	- 7	72	- 8	80	12	75	- 9	74	- 7	76	-10	110	- 7	82	- 6
October	108	- 6	120	- 6	88	-10	113	6	92	- 5	87	- 3	97	- 6	120	- 9	91	-12
November	116	—	128	3	99	- 3	110	-10	96	- 5	89	- 1	104	- 8	134	5	104	2
December*	115	3	132	11	96	- 7	91	- 8	101	- 4	106	—	96	- 8	132	11	116	9

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month ***and percentage increases compared with a year earlier***

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1969	105	- 9	91	-18	101	-14	128	9	77	-29	114	- 4	96	1	105	- 5	107	-16	128	10
1966 1st quarter	118	- 2	130	-11	115	—	118	6	113	- 9	90	-12	87	30	115	1	116	-11	116	13
2nd quarter	129	- 9	142	-18	138	- 5	125	2	154	-22	133	- 1	105	21	114	- 9	101	-17	101	-12
3rd quarter	89	-21	83	-31	89	-23	89	- 4	92	-36	114	- 4	125	5	90	-17	90	-18	90	-14
4th quarter	64	-32	44	-48	58	-36	69	-25	41	-58	63	-17	83	-17	84	-15	94	-27	93	-16
1967 1st quarter	87	-26	83	-36	81	-30	91	-23	53	-53	80	-11	81	- 7	108	- 6	100	-14	94	-19
2nd quarter	113	-13	106	25	115	-17	114	- 9	138	-10	114	-14	89	-15	127	12	96	- 5	98	- 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	-4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	116	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
2nd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-19	123	17
4th quarter	96	- 5	72	-21	89	- 4	124	10	64	-19	87	9	103	- 5	106	1	116	-16	126	5
July	109	- 9	76	-21	113	-16	124	9	92	-32	135	-13	99	- 5	121	14	103	12	133	10
August	110	- 9	124	- 8	102	-18	118	17	96	-32	101	-29	103	-51	104	- 3	92	-26	130	23
September	100	—	86	- 9	100	- 9	113	23	81	-25	135	7	107	9	98	21	98	-12	107	19
October	110	- 8	89	-22	106	-14	139	10	86	-26	130	18	123	15	117	8	116	-22	120	6
November	93	-10	72	-28	86	- 7	117	3	62	-24	71	—	88	-17	105	2	115	-18	119	- 9
December	85	8	56	- 8	75	20	115	20	43	15	60	5	98	-12	95	- 7	117	- 9	138	22

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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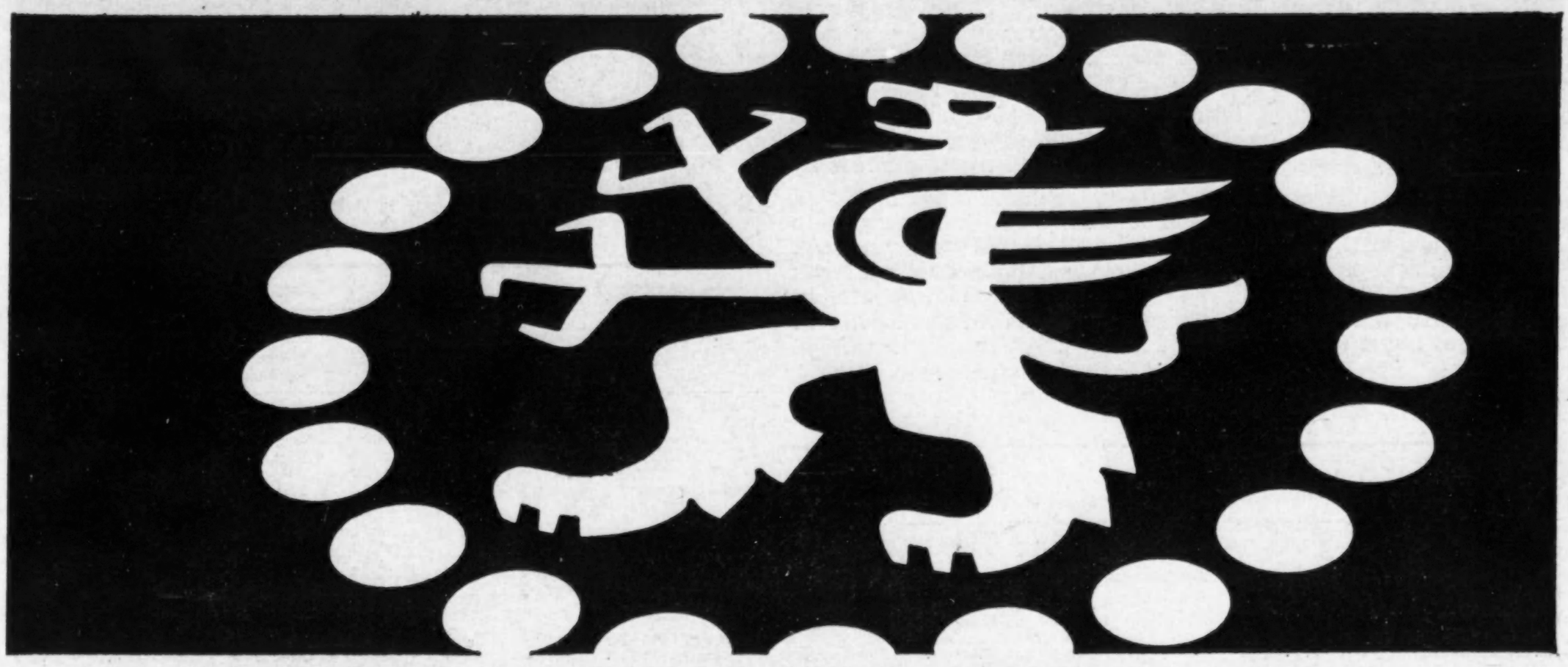

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Analysis of man-made fibre production 1969

ALTHOUGH PRODUCTION of man-made fibres by weight in December was 2 per cent less than in December 1968, output of continuous filament was 3 per cent less and staple fibre 1 per cent less, the total production during 1969 was a record 1,221 million lb.; an increase of 3 per cent over the previous year. Production of continuous filament was 4 per cent more and staple fibre 1 per cent more than in 1968.

Production of synthetic fibres in 1969 at 642.4 million lb. was 9 per cent more than in 1968; output of synthetic continuous filament rose by 8 per cent, and output of synthetic staple rose by 9 per cent.

Production of non-synthetic fibres in 1969 fell by 3 per cent to 578.8 million lb. Production of viscose fibres fell by 3 per cent, viscose filament by 1 per cent and viscose staple fibre by 4 per cent. Production of acetate and triacetate fibres in 1969 were 3 per cent less than in 1968; output of continuous filament was 1 per cent less and of staple fibre 10 per cent less.

Man-made fibre production

Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1968 3rd quarter	284·7	124·9	159·8
4th quarter	313·0	139·1	173·9
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1968 October	103·2	45·1	58·1
November	103·8	46·1	57·7
December	106·0	47·8	58·2
1969 October	105·0	47·7	57·3
November	105·7	49·2	56·5
December	103·7	46·3	57·4

(a) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding actual weight.

Analysis of man-made fibre production

Million lb. (†)

	Year	Synthetic	Viscose (‡)	Acetate and triacetate	Total
Total production	1960	134·4	398·2	59·5	592·0
	1961	145·9	350·4	71·4	567·7
	1962	182·9	366·8	77·5	627·2
	1963	232·3	408·1	78·7	719·2
	1964	278·7	448·1	98·4	825·2
	1965	326·3	434·0	101·8	862·1
	1966	385·3	401·5	94·8	881·6
	1967	427·9	428·8	98·4	955·1
	1968	591·7	479·4	117·5	1,188·6
	1969	642·4	465·3	113·5	1,221·2
Continuous filament	1960	82·1	141·6	44·9	268·6
	1961	87·5	121·0	53·5	262·0
	1962	114·0	123·3	53·5	290·8
	1963	141·7	128·2	60·3	330·3
	1964	165·6	138·6	73·9	378·1
	1965	180·0	139·3	77·1	396·4
	1966	211·3	130·0	70·0	411·4
	1967	238·5	128·1	71·8	438·4
	1968	318·1	126·5	88·4	533·0
	1969	343·7	125·5	87·3	556·6
Staple fibre	1960	52·3	256·6	14·6	323·5
	1961	58·4	229·4	17·9	305·7
	1962	68·8	243·5	24·0	336·3
	1963	90·6	279·9	18·4	388·9
	1964	113·1	309·5	24·5	447·1
	1965	146·3	294·8	24·6	465·7
	1966	174·0	271·4	24·8	470·2
	1967	189·4	300·7	26·6	516·7
	1968	273·6	353·0	29·0	655·7
	1969	298·7	339·8	26·2	664·6

(†) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight.'
(‡) The viscose continuous filament figures include a very small amount of non-synethetics not separately specified.

Deliveries of man-made fibres in 1969

TOTAL DELIVERIES of man-made fibres in 1969 at 1,194.9 million lb. were 4 per cent more than in 1968.

Deliveries of continuous filament in 1969 were 2 per cent more than in 1968; deliveries to the home trade were 3 per cent more and for export 1 per cent less. Within the home trade total deliveries for industrial purposes were 13 per cent more and for warp knitting 10 per cent more; while deliveries for weft knitting and for broad weaving were 5 per cent and 2 per cent less respectively.

Deliveries of staple fibre in 1969 were 6 per cent more than in 1968; deliveries to the home trade were 2 per cent less and for export 19 per cent more. Within the total for the home industries deliveries to cotton spinning were 2 per cent less, to the wool spinning 12 per cent less, while deliveries to flax spinning were 6 per cent more.

Deliveries of continuous filament yarns (‡)

million lb.

	Total	Home						Exports as yarn (†)
		Total	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	
1964	390·1	295·6	87·1	56·8	42·6	95·7	13·3	94·6
1965	397·4	310·2	89·1	55·2	47·2	106·0	12·8	87·2
1966	405·3	329·5	90·6	68·2	46·1	107·2	17·4	75·8
1967	437·8	345·8	75·4	87·3	55·8	107·8	19·6	91·5
1968	525·5	416·4	88·1	121·1	70·6	115·0	21·7	109·0
1969	535·1	426·9	86·4	114·5	77·8	129·6	18·5	108·2
1968								
1st qtr.	130·8	102·5	22·8	29·0	16·8	28·6	5·3	28·3
2nd qtr.	130·8	103·9	22·9	29·2	17·6	28·9	5·3	26·9
3rd qtr.	126·2	98·7	19·8	28·8	16·9	28·3	4·9	27·5
4th qtr.	137·7	111·3	22·5	34·1	19·3	29·2	6·3	26·3
1969								
1st qtr.	142·9	115·9	24·3	33·2	20·5	32·5	5·4	27·0
2nd qtr.	138·3	111·9	22·0	30·0	20·9	33·4	4·6	26·4
3rd qtr.	116·4	94·1	18·4	24·2	17·0	30·2	4·4	22·3
4th qtr.	137·6	105·1	20·9(§)	27·0	19·4	33·6	4·2	22·5

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(§) Includes 3·0 million lb. for carpets and rugs.

Deliveries of staple fibre

million lb.

	Total	Home					Exports (†)
		Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	
1964	459·9	349·6	136·7	127·4	38·3	47·3	110·4
1965	450·7	334·6	125·7	125·5	29·4	54·0	116·1
1966	450·9	325·3	114·8	125·6	28·3	56·5	125·7
1967	516·9	337·0	105·5	128·2	42·0	61·2	179·9
1968	622·6	381·6	115·2	128·3	58·0	80·1	241·0
1969	659·8	373·1	112·7	113·5	61·7	85·2	286·8
1968 1st qtr.	147·8	97·6	28·8	35·8	13·3	19·7	50·2
2nd qtr.	152·3	95·3	27·5	32·6	12·6	22·6	57·0
3rd qtr.	152·1	87·1	27·0	28·0	14·0	18·1	65·0
4th qtr.	170·4	101·6	31·9	31·9	18·1	19·6	68·8
1969 1st qtr.	175·1	100·3	29·4	30·8	17·6	22·6	74·8
2nd qtr.	170·9	89·7	27·1	28·9	13·8	20·0	81·1
3rd qtr.	149·1	81·6	24·6	24·0	13·4	19·6	67·5
4th qtr.	164·7	101·4	31·6	29·9(‡)	16·9	23·1	63·3

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) Woollen spinning 15·6 million lb.; worsted spinning 14·2 million lb.

Civil aviation balance of payments—corrections

THE FOLLOWING amendments should be made to the article 'Civil Aviation Balance of Payments', published in last week's *Board of Trade Journal:*

Page 302, right-hand column, sentence starting in the ninth line down should read: 'This offset the estimated gain from devaluation of between £7 and £10 million.

Page 302, Table 4, fourth column of figures should be headed 1967 and the total for charter services should read 18·9.

Index of the volume of production of man-made fibres

THE ACCOMPANYING table shows the Index of Production for man-made fibres.

The purpose of this index is to measure changes in the volume of production of man-made fibres. It is based on production figures compiled by the Man-made Fibre Producers' Committee and is calculated by combining the changes in the production of each of the main types of man-made fibres by weights representing the relative value of their net output estimated from the 1963 Census of Production. The changes shown by these index numbers, therefore, will not necessarily be the same as movements in the aggregate quantities of man-made fibres produced, which are published regularly in the *Board of Trade Journal* ,see this issue).

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures for the most recent year are based on the seasonal pattern up to the end of the previous year and may be subject to slight revisions when the complete figures for the most recent year have been incorporated.

Index of the volume of production of man-made fibres

1963 = 100

	1963	1964	1965	1966	1967	1968	1969
Annual average	100	117	129	142	154	201	213
Actual:							
January	92	116	131	134	146	186	218
February	93	115	138	149	163	200	213
March	97	113	133	164	160	201	217
1st quarter	94	115	134	149	157	196	216
April	97	115	124	158	155	205	220
May	99	115	135	158	160	203	225
June	99	113	134	150	156	197	218
2nd quarter	98	115	131	156	157	202	221
July	99	110	122	142	136	196	205
August	88	103	117	122	126	174	190
September	99	115	124	132	140	201	203
3rd quarter	95	109	121	132	134	190	199
October	112	128	126	133	160	206	211
November	111	129	129	133	172	218	225
December	113	128	132	126	169	220	212
4th quarter	112	129	129	131	167	215	216
Seasonally adjusted:							
January	91	114	130	132	145	184	215
February	90	110	131	139	151	183	196
March	95	109	126	152	147	183	199
1st quarter	92	111	129	141	148	183	203
April	97	113	120	151	147	194	208
May	95	110	127	149	150	189	209
June	96	110	129	145	151	189	210
2nd quarter	96	111	125	148	149	190	209
July	100	113	126	148	143	205	215
August	101	118	135	141	147	203	222
September	104	121	132	141	151	217	218
3rd quarter	102	117	131	143	147	208	218
October	110	127	127	136	166	214	219
November	109	129	130	135	175	221	229
December	113	129	133	129	173	226	218
4th quarter	110	128	130	134	171	220	222

United Kingdom official reserves during January

HM TREASURY announce that during January the United Kingdom official reserves rose by £21 million to stand at £1,074 million at the end of the month. This was after exceptionally heavy debt repayments facilitated by the inflow of currency during the month and by the addition to the reserves of SDR equivalent to £171 million allocated on Janary 1,

Notes:

The United Kingdom official reserves now comprise gold, convertible currencies and SDR (special drawing rights).

Most of the debt repayments were of unpublished central bank assistance but they included advance repayment of £31 million due in March to the Bank for International Settlements,

Revised estimates of the value of trade by parcel post

FOLLOWING A SAMPLE INQUIRY revised values for exported and imported parcels will be used by Customs in compiling the trade figures from January 1970. Revisions are also being made on a graduated basis to the figures for 1966 to 1969.

The value of most trade by parcel post is obtained by applying estimated average values to the numbers of parcels handled. The exceptions are imported parcels valued at over £50 and charged to duty; these are recorded in the same way as imports generally. The number of parcels entering trade each year are currently about 4½ to 5 million for imports, and 9 million for exports.

The average values used in the estimates are obtained from periodic sample inquiries. The latest of these has just been completed and the revised values to be used by Customs are based on it. The previous inquiry into average values was carried out in 1964 and the latest inquiry in 1968 and 1969. It is proposed in future to amend the average values of parcels annually, on an estimated basis, in the light of changes in the export and import unit value indices for appropriate commodity groups of exports and imports, while continuing to carry out periodic sample inquiries.

The revised values will be incorporated in the tables to be issued in the announcement of the January 1970 trade figures on February 16. For 1969 the revisions increase the value of exports by parcel post from a monthly average of about £8¾ million to about £12 million, and the value of imports by parcel post (excluding those parcels valued at over £50) from a monthly average of £3¾ million to about £4½ million.

New contributions to economic statistics

ONCE EVERY FEW years, the Central Statistical Office reprints the main articles on new series, new methodology, etc., that have appeared in the monthly *Economic Trends*. They are published in a single reference volume – *New Contributions to Economic Statistics* – the fifth series of which is now available and which covers the period May 1967 to May 1969.

Examples of the articles included are: Short-term forecasts of income, expenditure and saving; Preliminary estimates of consumers' expenditure; Money supply and domestic credit; International comparison of costs and prices.

New Contributions to Economic Statistics – Fifth Series is published by HMSO, price 15s., as No. 15 in *Studies in Official Statistics.*

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series

Monthly at £1 a year post free:

Paper and Paper Making Materials for November 1969
Imported Timber for December 1969

Quarterly at 7s. 6d. a year post free:

Synthetic Resins and Plastics Materials for Third Quarter 1969

A complete list of titles in the production series was last published in the *Board of Trade Journal* (page 139) on January 21.

Civil Aviation Series

Airline Operations for September 1969
Airport Activity for August 1969
Air Passengers for August 1969
Air Freight and Mail for August 1969

A complete list of titles in the civil aviation series is as follows:

Airport Activity (*M*)
Air Passengers (*M*)
Air Freight and Mail (*M*)
Airline Operations (*M*)
Airline Operations (*Q*)
Domestic Passenger Traffic (*Q*)
Air Passengers – International and Cabotage (*Q*).

Car and commercial vehicle production in 1969

Car production

THE MINISTRY of Technology have announced that United Kingdom manufacturers produced 1,717,000 cars in the 53 weeks of 1969, an average of 32,398 a week. This compares with 34,922 a week in 1968. Production for export was 824,000, slightly higher on a weekly average basis than in 1968 and a new record. Production for the home market was 893,000, a weekly average of 16,845, 14 per cent below 1968.

December 1969. The December figures cover a five-week period ending January 3, 1970. *Average weekly* production was 15 per cent down on December 1968 home production by 11 per cent and export production by 18 per cent. This comparison needs qualification. December 1969 included the New Year period when production tends to be low – December 1968 did not. *Seasonally adjusted* December production was slightly below November, a rise in home production being more than offset by a fall in export production. In the last quarter, home and export production were each 7 per cent less than in the third quarter.

Commercial vehicles production

1969. Production in the 53 weeks totalled 465,700 a weekly average 12 per cent above 1968 and the highest since 1961: average production for export rose 26 per cent to a new peak, 6 per cent above the previous peak of 1966, production for the home market was 3 per cent above 1968.

December 1969. *Average weekly* production was about the same as in December 1968, home production being 3 per cent lower and production for export 6 per cent higher. (This comparison should be qualified by the earlier reference to the inclusion of the New Year period). *Seasonally adjusted* production fell slightly compared with November, practically all the fall being in exports. The average of the last quarter, which includes the strike-hit month of October, was 6 per cent down compared with the third quarter, the home market being 3 per cent down and export 9 per cent down.

Overseas trade account exports

Exports of both cars and commercial vehicles, as recorded in the Overseas Trade Accounts, reached new records in 1969. Cars totalled 772,000, 14 per cent up on 1968 and commercial vehicles 181,000, 28 per cent up.

Table 1. Recorded production

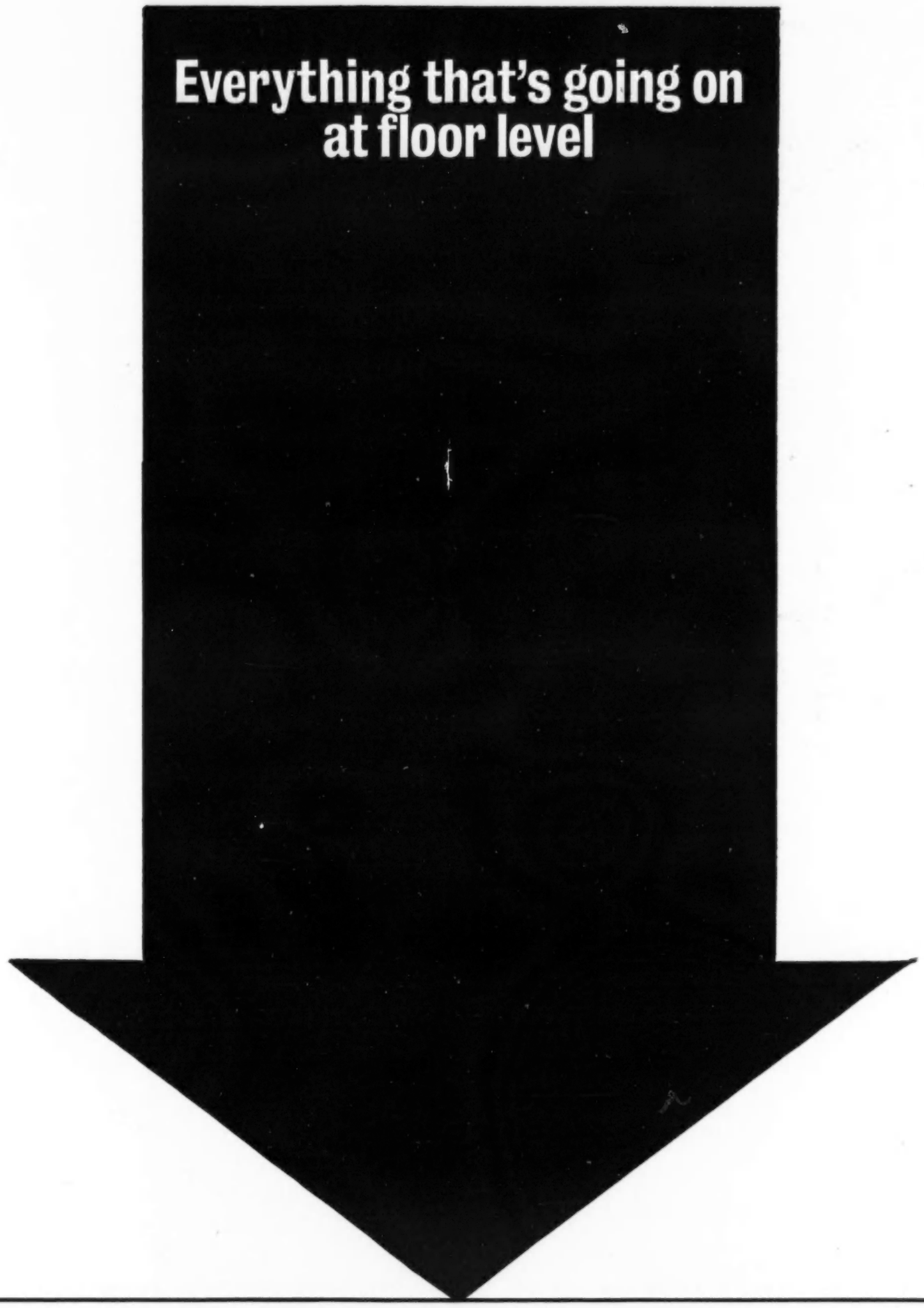
Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differinces in timing and coverage.

	No. of of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,103	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,720	272,942	192,778	8,787
1966 1st quarter	13	462,461	294,287	168,174	35,574	120,380	75,662	44,718	9,260
2nd quarter	13	484,147	309,350	174,797	37,242	123,628	76,266	47,362	9,510
3rd quarter	13	334,143	206,248	127,895	25,703	96,886	56,128	40,758	7,453
4th quarter	13	322,928	168,799	154,129	24,841	97,781	52,558	45,223	7,522
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
196 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,421	57,449	40,972	7,571
4th quarter	14	426,099	222,182	203,917	30,436	120,529	70,100	50,429	8,609
1968 October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	184,845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,326	19,745	13,581	8,331
October	5	148,877	78,098	70,779	29,775	38,364	22,992	15,372	7,673
November	4	129,177	64,176	65,001	32,294	39,304	22,133	17,171	9,826
December	5	148,045	79,908	68,137	29,609	42,861	24,975	17,886	8,572

(*Continued on page* 378)

Everything that's going on at floor level



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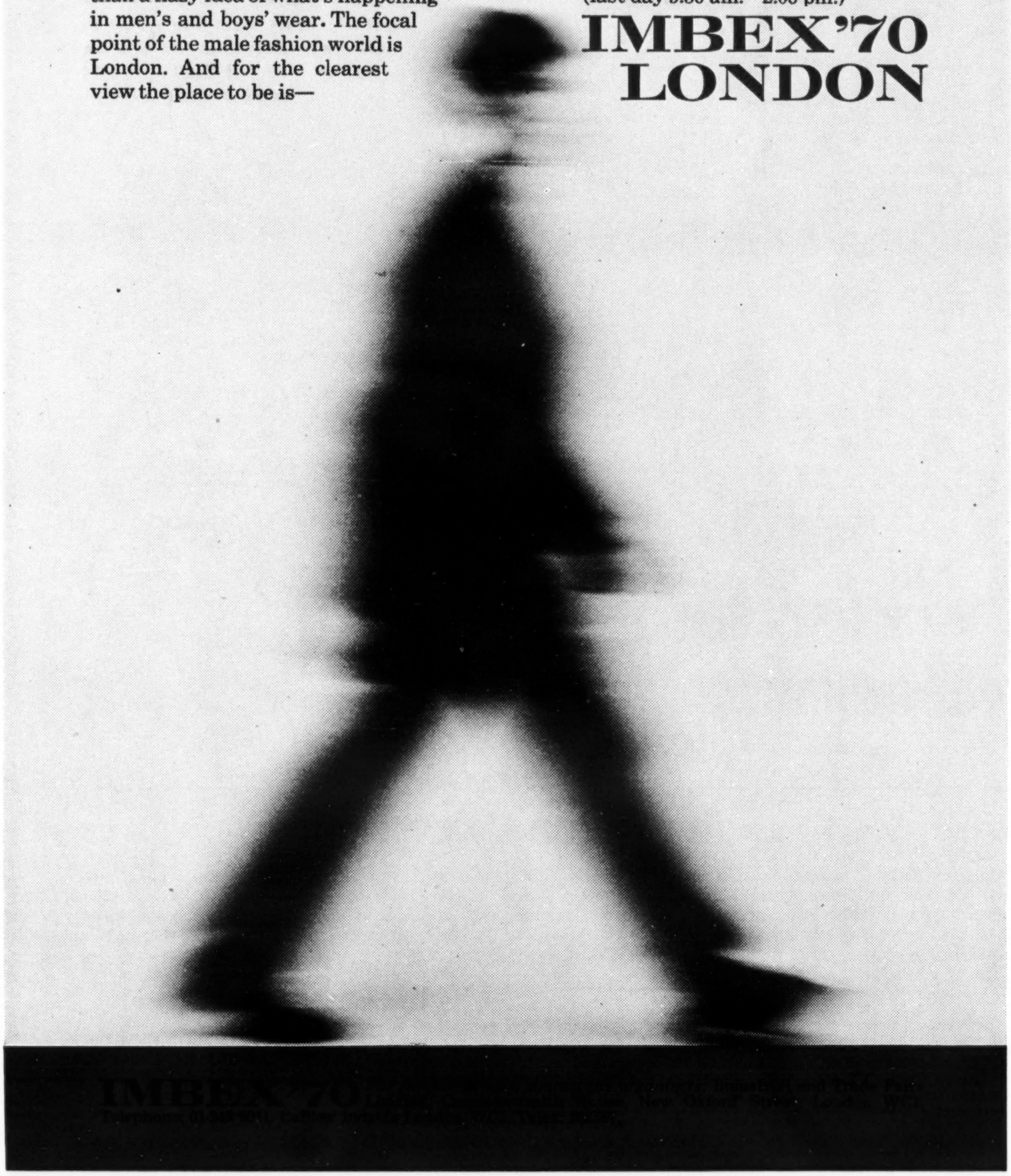

IMBEX '70
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IMBEX—'the British menswear trade's chief selling show'

by Stanley Costin, President of Men's Fashion Writers' International, on behalf of Industrial and Trade Fairs, organizers of the International Men's and Boys' Wear Exhibition

KEEN COMPETITION from European and other overseas manufacturers is now a major fact of life in the British menswear market. This fact is about to be forcibly demonstrated at the British menswear trade's chief selling exhibition, Imbex '70.

Called in full the International Men's and Boys' Wear Exhibition, Imbex will be held at London's Earls Court from March 2-6. This year the exhibition will have more exhibitors from overseas than ever before. More than 60 of the over 200 exhibiting manufacturers (rather less than a third) are either foreign registered themselves or selling foreign merchandise.

Some of the countries whose merchandise will be on show are: Denmark, France, Germany, Holland, Hungary, Italy, Malta, Norway, Poland, Portugal, Sweden, Turkey, the United States and Yugoslavia. And there will also be group displays organized by the Australian contingent, the Belgians, Finns, the Irish, and Hong Kong manufacturers.

The largest of these group exhibits is the Irish Export Board's which occupies over 5,000 sq. ft. or more than double its last year's area. The Irish Menswear Fashion Guild, participants of the Associated Irish Menswear and a number of independent manufacturers will be included.

A firm obviously hoping for a full order book is Hong Kong's 'Unisex Ltd.' which hails from Des Voeux (literally 'wishes'!) Road.

The large number of overseas participants not only reflects the competition British men's and boys' wear makers can expect increasingly in the future. It also indicates that this fashion market is looked on at the moment as being: (1) buoyant, and (2) more and more a growth market for them.

It is not only the manufacturers from overseas who are participating in Imbex to an increasing extent. British companies and firms in the trade are also applying for bigger Imbex stand space than before. The result is that the area of the show has expanded by almost two-thirds in size, and it is hoped that this year a new attendance record will be made.

Various exhibitors are showing most of the clothes a man might conceivably want to wear: from the top of his head to the soles of his feet; whether he is at work, off duty (and dressing like his other, some designers would say second-self), or whether he is a sports fanatic and needs specialized garments.

Visitors will have a choice of shirts from more than 50 different shirt manufacturers to look at. Thirty manufacturers are showing outerwear including suits, coats and jackets. An important amount of space is devoted this year to boys' and youths' clothes (shown by 20 manufacturers). Ties will be on show at 20 stands, and the same number of stands will be showing leisure wear.

In fact, as Aldous Huxley observed in his *Brave New World*, people cannot consume much if they sit still all day and read. They must be encouraged to spend for leisure. It is likely that at Imbex many buyers will be investing in leisurewear garments. Men (and women) have more money nowadays: and they are spending more on clothes than ever before. The shorter working week enforces this trend because it means people have even more leisure time to spare. It is at exhibitions like Imbex that the manufacturers who are already on their toes and aware of this trend will score by obtaining orders.

German textile researcher Dr. Leichum has estimated that *per capita* consumption of leisurewear clothes will almost double by 1985. In the United States already people are spending more than a tenth of the total national income on hobbies.

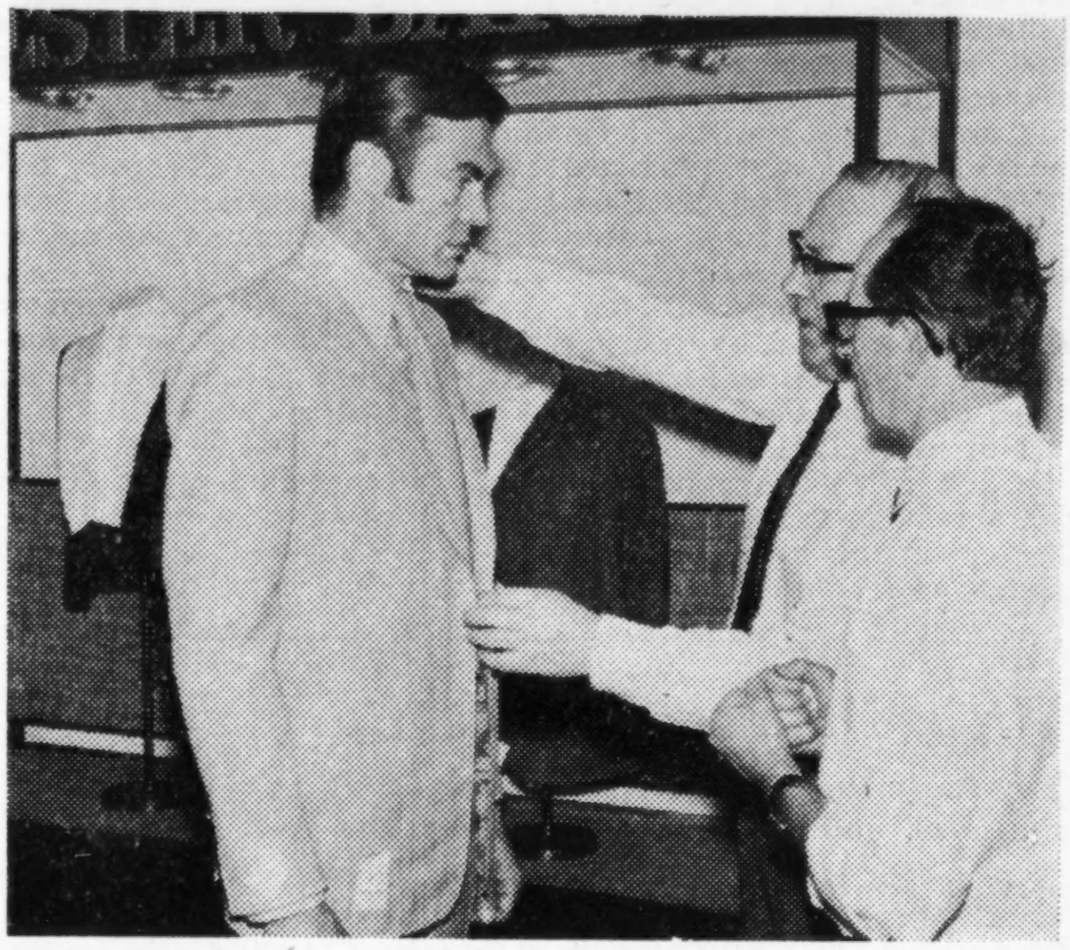
Garments in sheepskin, suede and sealskin will figure among the garments of animal skins. Many of these will be imports from exotic places: the sheepskin coats from Afghanistan and the Indian wolf coats are examples. Deep pile furs will also be shown.

Among the sports jackets on show will be single-breasted jackets from Eire, with double-breasted lapels by the way, in bird's-eye patterned Irish wool; and a new range of printed Donegal tweeds for sports jackets.

Sports trousers in geometric patterns and in man-made fibres, and soft-handling Shetland wool sports shirts as well as Sea Island Oxford shirts will all be on show.

Corduroys and denims are among the other made-with-imported-cloth garments that should be popular with buyers. And this year, men's toiletries and jewellery will be included in the list of exhibits.

Better fabrics than ever before can also be expected from Imbex '70. Improved natural fibres from the International Wool Secretariat will be demonstrated. So will the man-made fibres Enkalon, Terlenka, Celon, Nylon, Sarille, Vincel, and Terylene.



Chester Barrie Ltd. will be showing a range of fine men's clothing with special stress on the requirements of international markets at this year's Imbex. In the picture the production manager and quality control manager check details of a new style for showing abroad. Chester Barrie are exhibiting on the British Menswear Guild stand.

New fibres, as well as new fashions, are likely to be introduced at exhibitions like Imbex. It will be interesting to see what leading manufacturers have produced in this area for the 1970's.

A dozen or so manufacturers will be showing knitwear and their stands, too, promise to be exciting in view of the increasing style-consciousness of this section of the industry.

The exact benefit to manufacturers of clothes, fibres, jewellery and toiletries of exhibiting at Imbex is hard to evaluate. Although attendance at the exhibition uses up a great deal of the time of top men in the trade, often directors who feel they should be in attendance on their stands, and although orders are not always placed at the exhibition itself, nevertheless, a wider view of Imbex's usefulness must be taken. It has to be seen, too, in the context of the numerous European exhibitions.

It has been mentioned that Imbex is the British menswear trade's chief selling show. Often orders are placed at the stands. Sometimes new customers are acquired who later place orders with the manufacturers. The goodwill aspect of the exhibition is difficult to measure.

Imbex undoubtedly earns a good proportion of export orders for the menswear trade. The 18 leading manufacturers who comprise the British Menswear Guild have estimated their total exports for 1969 as being a good 15 per cent up on the year before. In 1968 they exported £12 million worth of merchandise and last year the figure is estimated to have been nearer the £14 million mark.

The total number of menswear exporters whose figures are collectively included in January's EDC clothing industry report jotted up £28 million worth of exports in 1968, of which £24 million were accounted for by items of outerwear.

These figures, however, are probably only the tip of the exporting iceberg. Unofficial estimates of total exports are as high as £90 million. The discrepancy is due to the fact that exports sent out by parcel post—a considerable number in some sectors of the industry – are not included in the official figures.

As far as the buyers are concerned, it is an invaluable opportunity for them to see the several hundred suppliers in one place at the same time.

(Continued on next page)

And the place of Imbex in the general European scheme of shows becomes increasingly important as it attracts more manufacturers and more buyers from other countries. Gradually Imbex has built itself, and will continue to style itself, an international status which is unique and which few men's retailers can afford to ignore.

Imbex proper only started in 1963. But its roots go back to the first Men's Trade Fair of 1954 – 16 years ago. Forty suppliers showed their wares (or should it be 'wears'?) at this Fair.

It was held at the Royal Festival Hall which had recently been opened. And it was promoted by *Style for Men* magazine, predecessor of the trade retailing and fashion newspaper *Style* (now published by the International Publishing Corporation as one of their Textile Business Press publications).

The second National Men's Trade Fair in 1955 attracted 66 manufacturers and, by this time, the number of trade buyers attending the exhibition had increased from 8,000 to over 12,000. At the time, this was called 'exactly the right number'.

Not so by 1956. The third Fair attracted 15,000 buyers and for the first time the number of manufacturers exhibiting topped the 100 mark.

Numbers of manufacturers revealing the fashion changes in their merchandise spiralled from then onwards, as did the number of buyers looking at the men's and boys' wear.

From the Royal Festival Hall the venue of the show was changed to the Albert Hall in 1956 when the 'audience' manufacturers got for their garments again topped 15,000.

In 1957 the show was officially recognized and sponsored by the Wholesale Clothing Manufacturers' Federation, the Tie Manufacturers' Association, the Shirt, Collar and Tie Manufacturers' Association and the National Hosiery Manufacturers' Association.

The venue was again changed. This time to Earls Court, where it shared space with the National Household Textiles & Soft Furnishing Fair, the National Carpet and Floor Coverings Fair and the British Cloth Fair under the blanket theme of Britain's Textile Show.

By 1961 it was attracting overseas manufacturers: ten exhibited that year. The show missed a year in 1962 but returned the following year – metamorphosed as Imbex, the International Men's and Boys' Wear Exhibition.

The first of the new Imbex shows attracted more than 200 exhibitors and more than 14,000 visitors from all over the world.

Since then it has consolidated its position as the leading menswear selling show, as a forum of menswear style, and particularly of the European trade. *This article was commissioned by Industrial and Trade Fairs Ltd., organizers of the exhibition.*

'Around the stands' at IMBEX

A cross-section of products from some of the British firms, large and small, who will be showing at Imbex this year.

MOST OF the industry's household names will be at Imbex this year, but a long list of newcomers show equal determination in maintaining Britain's name as the style centre of the world.

The largest single self-contained area in the exhibition remains, as in previous years, that of the British Menswear Guild, which will incorporate displays by 20 companies including **Aquascutum Ltd., Chester Barrie Ltd., Bonsoir Ltd., Braemar Knitwear Ltd., Morlands, the National Wool Textile Export Corporation and S. Simpson (Daks) Ltd.**

There are exciting things right through the exhibition: Christian Dior neckties and Louis Philippe and Vaarna shirts from **Welch Margetson & Co. Ltd.,** Chelsea boots and shoes in 'Wet Look' from **Wm. Green & Son (Grenson) Ltd.,** and flair line needlecord jeans form **Blue Bell Apparel Ltd.**

There's plenty of fashion and style interest in rally coats and car coats this year. **Tyne Textiles Ltd.,** for example, are showing a rally coat – Wingate, a Terylene-cotton with nylon lining and Lantor filling, incorporating two angled zipped pockets with feature frame stitching matched by raised feature stitching on a sloping yoke both back and front.

Among newcomers to Imbex this year are **Acton Bros.,** an old established firm of manufacturing furriers and sheepskin specialists, who specialize in medium and first quality sheepskin and use the centuries-old skills and craftsmanship of the furrier to produce both traditional and modern styles. Manufacturers of men's fur coats in a variety of furs and styles, they consider that this will be the growth factor in men's outerwear in the Seventies.

Maxi length men's rainwear in the Vistram leather look, crushed velvet, wet leather look, PVC covered linen, etc., will be particularly featured by **Bedford Weatherwear of England.**

New developments in Enkalon shirtings, the leather look in Bukflex process on Enkalon and a new development in warp knitted suitings in 100 per cent Diolen polyester will be featured by **British Enkalon Ltd.**

A full range of Double Two shirts with new collar styles in the latest patterns, colours and materials will be displayed by **Double Two (International) Ltd.** 'That Shirt' by Double Two – a completely new high fashion range of shirts designed by Aneglo Vincita for the younger man – will be prominently featured.

A completely new range of neckwear for the 1970s in bolder and brighter styles and colours will be shown by **Favourite Ties Ltd.**

A 1970 fashion collection styled by London designer Sidney Brent of the Take 6 Boutique Group, aimed at the younger man in line and fabric appeal and geared to the North American, Caribbean and EFTA markets,, will be shown on the stand of **S. Gore & Sons Ltd.**

D. Gurteen & Sons Ltd. are showing their new ranges of fashion trousers in autumn weight fabrics; the 'Peter Golding' trouser collection will also be on show. Gurteens are also showing their entire autumn ranges, which include new and exciting crimplene cloths in trousers and jackets, velours in trousers and new permanent press trousers and jackets.

Charles Horrell offer a collection of men's shoes designed to satisfy modern fashion dictates as well as traditional demands. The main materials are black calf and brown anilines, high quality suedes and chalky pastel shades of leather. Charles Horrell export 55 per cent of their shoes to leading retail shoe stores and outfitters in the United States, Canada, Denmark, Italy, France and Norway.

Ibex of England Ltd. will feature a comprehensive range of fashion belts featuring the successful antique antelope leather with a range of new and unusual antiqued buckles and fittings. This company are introducing their 'Guardsman' range of fashion belts featuring heavy millimetre supple, oiled cowhide, new attractive leather finishes and big, bold, buckles in brass, nickel and antique finishes. They will be using Imbex as a launching pad for a comprehensive range of new chunky modern watch straps.

Exporting to over 60 countries and supplying 2,500 stockists in the United Kingdom, **Lloyd Menswear** combine 113 years of experience in manufacturing with contemporary taste in materials and styling. Lloyd Menswear are showing their complete 1970/71 ranges of dressing-gowns, pyjamas, evening wear, day and casual shirts, beachwear, neckwear, knitwear and accessories.

'Trend in Trimmings' is the theme of **Locke of Leeds'** display at Imbex. A complete range of trouser trimmings designed and manufactured by Locke's is on display, including waistbanding, pocket and seam bindings, hangerings, etc. Specialized trimmings for 'Koratron', 'Fixaform', 'Durable Press' and permanent press trousers will also be of particular interest.

Maple Clothes Ltd. will show men's two-piece suits, sports jackets, blazers, walking suits and top coats for autumn 1970. New ranges for home and overseas markets include outfits in Linron/worsted and pure wool materials, also co-ordinating knitted sweaters and cardigans with slacks in exciting shades such as burnt sugar, Gaelic coffee, marine and grey mist, which are being shown for the first time.

Alan Paine Ltd. will be showing their high styled fashion range for autumn 1970, emphasizing quality and the latest in style and colour. Exciting new yarns, exclusive to and created by Alan Paine, can also be seen. Alan Paine's new trouser range, just launched, with subtle colours mixed to their knitwear, will be introduced.

Rael-Brook Ltd. will display the Rael-Brook spring collection of collar attached shirts in pure cotton, nylon and dacron cotton blend. There are many interesting features both in cloth design and colouring and styles of collars and cuffs. A special feature is being made throughout the range of Trimform, the neater look. This will be found both in the formal styles and in the more casual button downs.

The exhibit of **Tootal Menswear** will feature the new presentation and promotion of individual and multi-product items created to cater for the all-year round, all occasions gift trade. In addition to Pyramid and Tootal handkerchiefs, new ranges will also be shown in new qualities, styles, designs and colours in Tootal neckwear, Tootal shirts, knitwear and socks.

The latest in shopfitting will be evident on stands like those of **Eustace and Partners Ltd.,** who will be showing their E-Plan Unit shopfitting, and **City Industrial Ltd.,** who will have a new type circular hanging rail on view.

Development in British carpets

by Geoffrey Bricher, editor, 'Carpet Review', on behalf of Industrial and Trade Fairs, organizers of the International Carpet, Linoleum and Floor Coverings Fair

FOR THE British carpet industry 1969 was not an easy year. Restrictions on consumer spending, more stringent hire-purchase and credit facilities, an enforced 'freeze' on higher wages and salaries, a slow-down in building activities on the private and commercial sectors and other, familiar, malaises contributed to making business very tough indeed.

With the home market so adversely affected, manufacturers needed none of the exhortations from Whitehall to industry generally to export. The carpet industry has a magnificent record in the world's markets and many companies, improving on already commendable performances, were only saved from near disaster by their sales to continental markets (both within and without the European Economic Community), those of the Middle East, Near East and Far East, and to North America.

A measure of the industry's export record can be gauged from the fact that within the period 1964 to 1968 total sales were pushed up by more than 100 per cent – rising from 6.74 million sq. yds., valued at £10.52 million, to 15.29 million sq. yds. for earnings of £22.71 million.

The full figures for the year ended December 31, 1969, have yet to be published, but without doubt these will show a further advance. At the nine months' stage, sales of all types of carpet, carpeting and rugs amounted to 14.04 million sq. yds. by quantity and £20.44 million by value.

Given that by quality and design product standards are right, and that prices are competitive, successful marketing stands or falls on promotion.

British floor coverings in general, and carpets in particular, are comparable with the best produced anywhere in the world for quality – and unequalled in their diversity by type – which puts the onus for success or failure on those whose responsibility it is to ensure that the goods are not only shown but seen.

Backing up the untiring and unceasing efforts of the marketing teams of individual producers are trade fairs and exhibitions. In this country, the foremost of these is the International Carpet, Linoleum and Floor Coverings Fair – Carpex. This year's promotion – Carpex 70 – is the 14th in the series. It will be held at London's Earls Court from March 2-6.

From its modest beginning, Carpex has achieved recognition as Europe's premier promotion devoted exclusively to floor covering materials of every type, to ancillary products and to allied services. It is not surprising, then, that this exhibition enjoys the active participation of leading manufacturers of floor coverings from all of the world's leading carpet-producing countries (including, now, those within the Soviet bloc) and, no less important, attracts trade buyers from every quarter of the globe.

The value of Carpex to its trade-only visitors – British and overseas alike – is that it affords the opportunity of seeing, and comparing, under one roof, the new products and qualities of leading British and foreign producers, to assess design trends and to note developments in installation techniques and tools specially introduced for this work. In short, Carpex is the world's major promotion for innovators and innovations.

The British floor coverings industry is one of unending change. And developments are not slow to follow one upon another.

In little more than a decade, for example, tufted carpet has improved in quality from its inception as a low-priced, low standard cloth (intended to woo people to carpet areas in the home formerly covered by a hard surface material) to a material highly favoured for contract work. Overall sales of tufted carpet, by volume, are not exceeding those of woven qualities – Axminsters and Wiltons!

A more recent introduction (and a development which has been speedily taken up for domestic quality carpets) was foamback carpet; dispensing with the need for a separate underlay – although there are some difference of opinion on this point – this all-in-one carpet made its debut as a tufted cloth. Today, woven carpet, of Axminster carpet in particular, is being foam-backed.

In one all-important aspect, that of design, low-priced Axminster carpet has held off the challenge of tufted carpet. The tufting technique does not – as yet – permit the same flexibility of design and colour as afforded in the weaving process. However, even this seemingly once impregnable advantage is being whittled away in the development and perfection of printing processes for tufted carpet.

All these advantages have been brought about or directly inspired by mass acceptance, in this country, of wall-to-wall fitted carpet

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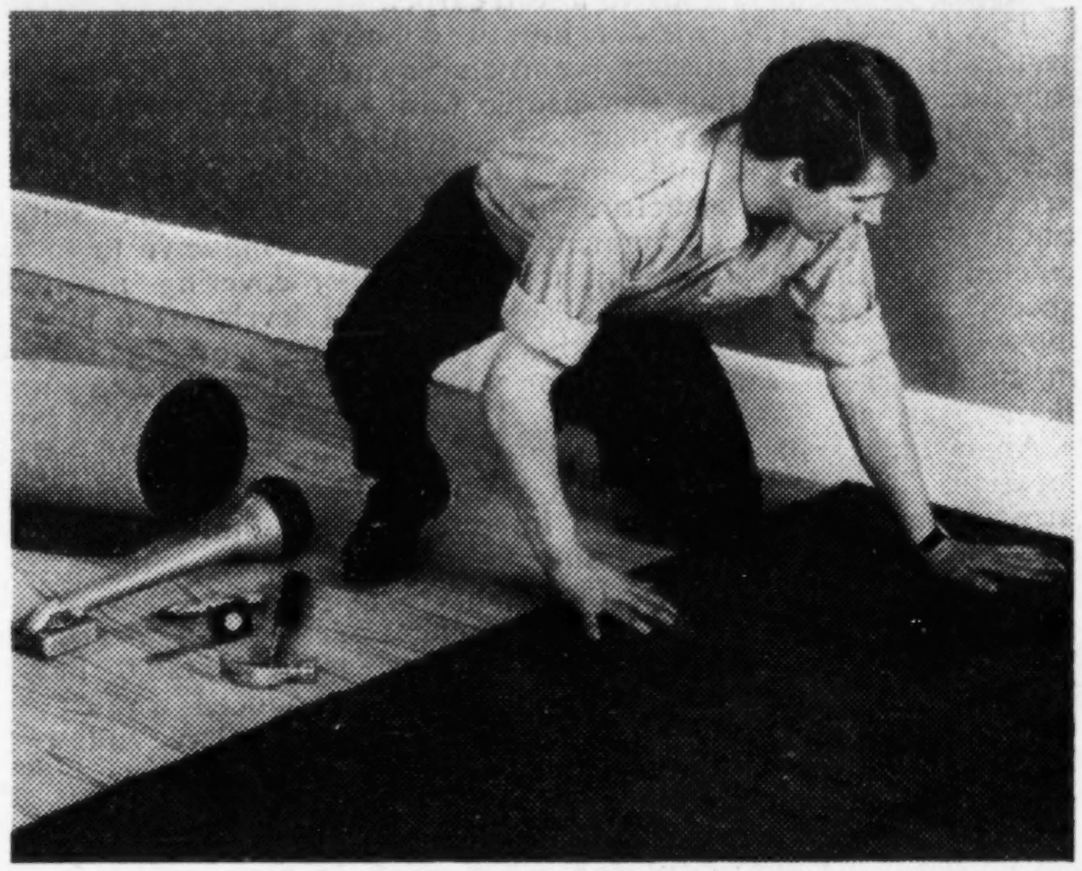
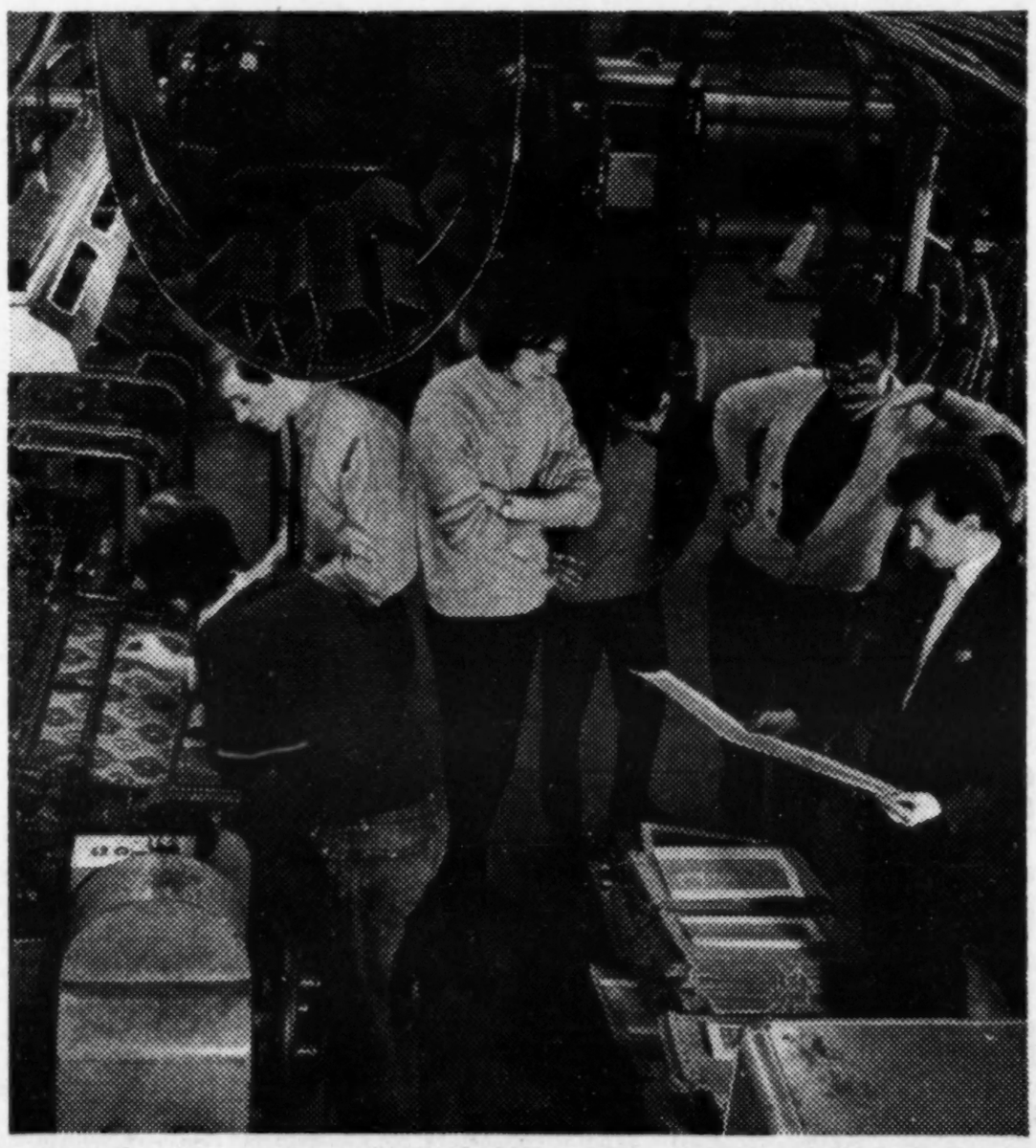


Lansil Ltd. will feature Lanbond – claimed to be Britain's first bonded textile underlay – on their stand at Carpex. Lanbond is very easy to cut and lay; it can be butt-jointed and sealed with adhesive tape. Designed for use throughout the home, it is equally suitable for stair carpets, fitted carpets and carpet squares.



One of the most interesting exhibits at Carpex will be a display of carpets designed and woven by carpet design and technology students at Kidderminster College. For their Axminster range the students of the School of Art have been experimenting with the visual mixing of colours, on a scientific basis. These fascinating designs appear to contain eight or more colours and it is difficult to believe that sometimes only three have been used. The designs are purely experimental, but the importance of this work is obvious in its practical application to carpets and textiles of the future.

in the home. Carpet is now generally accepted to be both the most beautifying of furnishings and for its acoustic and thermal properties a material *par excellence.*

Credit squeeze or no credit squeeze, the average home-owner is, somehow or another, going to afford carpet.

The biggest carpet market in this country is the commercial sector. Hoteliers, restaurateurs and club-owners have, for example, long recognized the fact that people want – and expect – the same degree of comfort outside their home as within.

This realization is spreading. Offices are being carpeted to a greater extent than ever before – not any more for reasons of status but for creating an environment proven to be conducive to more efficient working. By the same token soft floor coverings are now specified for educational establishments at all levels; even in the most densely trafficked areas – bank foyers, retail stores and even in supermarkets – carpet is taking over from other hard-surface floor coverings.

Areas for expansion in the contract sector include medical-care locations – i.e. wards – in hospitals. A number of hospital management groups are studying with interest reports from America on incidences of bacteriological infection in wards laid with carpet *vis-a-vis* those with a hard-surface floor covering.

Perhaps the most significant development on the contract market scene has been the introduction of the carpet 'tile'. First to make an appearance were continental-made tiles, produced wholly, or largely, from natural animal hair. In rapid succession have followed bonded carpet tiles and non-woven carpet tiles of all synthetic fibre, all-wool – or an admixture of the two.

Carpet tiles (certain domestic qualities have also been marketed) have been most successful for installations in areas which have underfloor cable and wiring systems. Adhered to the floor or, more commonly, loose laid (both types are available), the tiles can be raised without difficulty to permit an easy access to the sub-floor.

The ease with which tiles can be moved around also helps to minimize and equalize inevitable tracking marks in areas of particularly heavy wear.

Commensurate with this progress in both the domestic and contract spheres has been the development of new fitting techniques. Appreciation that a floor covering – any floor covering – both looks and wears better if professionally installed, with the right kind of material for the job, has been instrumental in bringing about the introduction of specific-purpose tackless fitting – i.e. gripper for foam-backed materials – and edging materials to protect the leading edges and corners of carpet.

Those engaged in cleaning and maintenance operations have also stepped up their services to meet the requirements of a most sophisticated carpet-using nation. Cleaning *in situ* is now regarded as commonplace, and treatments include newly-developed products to retard soiling and staining.

The British carpet-buying market (both domestic and contract) is, perhaps, the most discriminating in the world. From experience it has learned that quality is important – quality of product and quality of service. It is an awareness of the innovations and standards achieved in meeting this demand that each year brings foreign buyers in their hundreds to Carpex – and will continue to attract them.

Sponsored by the floor covering industry's three principal organizing bodies (the Federation of British Carpet Manufacturers, the Linoleum Manufacturers Association and the Tufted Carpet Manufacturers Association), and presented by Industrial & Trade Fairs Ltd., Carpex is a promotion for the innovator – and in innovation the British carpet industry leads the world. *This article was commissioned by Industrial and Trade Fairs Ltd., organizers of the exhibition.*

'Around the Stands' at Carpex

A look at some of the new lines from British manufacturers to be displayed at Carpex 70.

QUALITY is to be the keynote of British manufacturers' new products for this year's Carpex. The highlights will include, from **Henry Widnell & Stewart Ltd.,** a company with an envied reputation for styling, 'Murrayfield', an all-wool, 27in. body Axminster range featuring six designs (small geometrics and traditional).

A. F. Stoddard & Co. Ltd. will have numbers in 'Glenmore' Axminster that reflect today's penchant for traditional designs in modern colourings, and **W. & R. R. Adam Ltd.** will have stylings in heavy domestic/medium contract ranges now produced in all widths up to 12ft. – some even in 15ft. broadloom.

With new designs in 'Guildhall' Super Axminster broadloom, in 'Shirehall', and new colours in their 'Wessex', 'Wessex Twist' and 'Super Peerless' Wilson qualities, **Gilt Edge Carpets Ltd.** will show, for the first time at Earls Court, 'Endura Tultrim'.

Reintroduced by **Greenwood & Coope Ltd.,** as a result of their acquisition of additional productive capacity through the purchase of Walkden Carpets Ltd., is 'Cormar Conquest', a foam-back mottled range in 11 colourings.

Eight of **The Carpet Manufacturing Company Ltd.'s** ranges will be on display this year. In addition to the eight ranges of conventional carpet, Debron will also be on show, both as Debron sheet and the newer Debron carpet tiles. Two of the eight ranges have been amended and the new patterns will be making their first appearance at the exhibition. The two altered ranges are Globe Red Book and Karan.

Teltag labels giving performance ratings and locations guides for more than fifty ranges of tufted carpets are featured on **The Consumer Council's** stand. The display outlines the benefits that Teltag informative labels can give retailers, with particular reference to the Trade Descriptions Act. The Teltag informative labelling scheme, run by the Consumer Council, aims to give factual, independently tested information at the point of sale about a product's materials, characteristics and performance. The scheme costs the retailers nothing.

Joint promotion of Axminsters and Wiltons will be the main theme of the **British Carpet Centre** stand. The strong impact of this collective, continuous and consistent operation, linked to the BCC labelling scheme, is recognized as a most effective form of support of the carpet retail trade. The 1970 spring advertising and retail display material will be prominently featured against a background of new designs from the 22 Axminster and Wilton manufacturers who sponsor the British Carpet Centre.

Leading producers of fitting aids are taking full advantage of the opportunity afforded by Carpex 70 to show their newest developments to ease planners' installation difficulties. New items from **Copydex Ltd.** are 'Foam Hook', a tackless method of installing foam and waffle-back carpet, 'Foam Stik', a 2-part adhesive and peel-up primer, and 'Invisifit' metals for carpet tiles, haircord carpet and contract quality cloths.

Jiffytex Products Ltd. introduce a skirting hook development for fixing wooden tackless on concrete or under-floor heated rooms, and an under-the-carpet stair grip specially produced for retaining foam-back and latex-back carpet.

Being shown for the first time at Earls Court is the skirting board clip recently introduced by **Malco Products Ltd.** This line was designed to facilitate wall-to-wall carpet installation in areas where direct-to-floor tackless fitting is not possible.

Roberts Smoothedge Ltd. will prominently feature the results of their research into overcoming early difficulties associated with the installation of foam-backed carpet; major developments to be shown include a comprehensive seaming technique for low-density foam-back carpet – introduced to complement the launch of 'Sistemstik' for fitting high-density foam-back carpet for commercial and industrial premises.

Showing for the first time at Earls Court is the **Artex Hungarian Foreign Trading Co.,** of Budapest. Including a collection of hand-made carpets, which will capture attention both by their quality and styling, are 'Savonneries' and 'Lama' carpets.

Far from losing favour as a result of the still-growing popularity for wall-to-wall carpet in the home, rugs are proving themselves a more attractive buy, partly as a result of their use as a protective covering for fitted carpet in the most heavily trafficked areas.

Rugs are a prominent feature of the **Birstall Carpet Co. Ltd.** display. Highlights include a new design range in the 'Brier Rose' collection of rugs (square and ovals), a new design in the 'Crofter' rug range and debut designs in circular rugs – including, for the first time in this market, a series of 7ft. 6in. diameter rugs.

A feature of 1969 was undoubtedly the great enthusiasm shared by archiects and other specifiers of contract floor coverings for carpet tiles. Qualities to be featured at Earls Court include the newly-introduced 'Ten Shot' carpet tile of **Riding Hall Carpets Ltd.**

Shag carpets, which caught the imagination in the autumn of last year with a number of introductions at the Northern Floor Coverings Fair at Harrogate, will be seen in greater profusion. The answers to problems of shedding and pilling, felt by many to be inhibiting factors to a greater consumer acceptance for long-pile qualities, are claimed by **British Enkalon Ltd.** The company's display includes a shag carpet made from continuous filament Enkalon yarn. Cloth is to be shown in both plain colours and tone-on-tone effects.

hong kong

Hong Kong is at IMBEX for the first time this year. With ten leading manufacturers showing almost everything a man can wear. Superb knitwear, suits, shirts, shoes—all the things that Hong Kong makes so well. And at such realistic prices. Come and see for yourself. You may be in for a surprise. Stand M6. Earls Court. March 2—6.

If you'd like to know more contact:
Hong Kong Trade Development Council,
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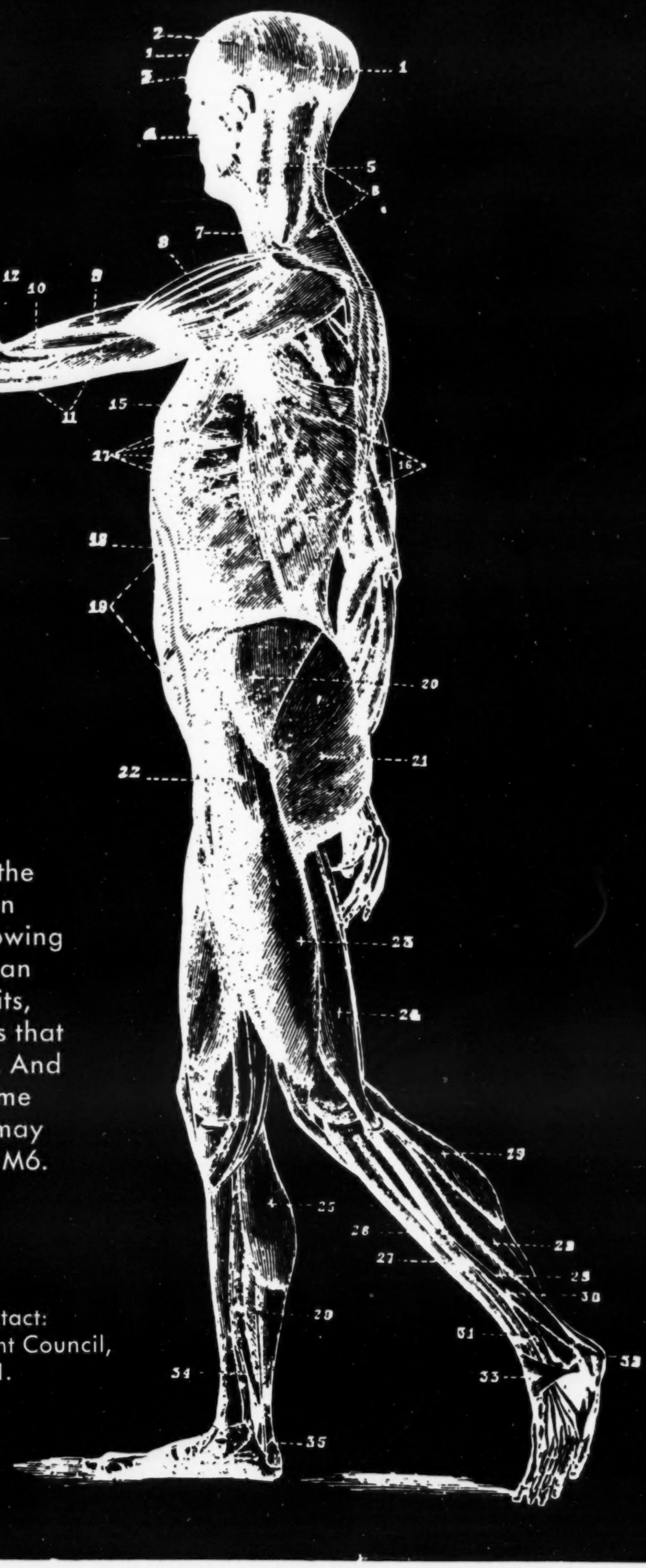
Telephone: 01-930 7955



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8 - 15 April 1970

Daily 10.00hrs - 19.00hrs
Thursday 10.00 hrs - 20.00 hrs
Wednesday 15th 10.00hrs - 18.00hrs

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CAR AND COMMERCIAL VEHICLES, *continued*

Table 2. Production – seasonally adjusted

Monthly averages — thousands

	Passenger Cars			Commercial vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·2	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	142	77	65	39·1	23·4	15·7
2nd quarter	145	74	71	39·6	22·9	16·7
3rd quarter	147	76	71	39·3	22·7	16·6
4th quarter	137	71	66	37·2	22·0	15·2
1968 October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	161	91	70	43·9	26·5	17·4
February	146	79	67	40·6	24·1	16·5
March	120	60	60	32·8	19·5	13·3
April	142	74	68	40·4	23·8	16·6
May	142	68	74	38·2	21·6	16·6
June	150	78	72	40·1	23·3	16·8
July } Average	152	77	75	40·7	23·3	17·4
August }						
September	139	75	64	36·6	21·5	15·1
October	133	65	68	31·6	19·1	12·5
November	141	70	71	40·7	23·4	17·3
December	138	78	60	39·3	23·4	15·9
Average of:						
July-September	147	76	71	39·3	22·7	16·6
Oct.-Dec. 1969	137	71	66	37·2	22·0	15·2
Percentage change	*– 7*	*– 7*	*– 7*	*– 6*	*– 3*	*– 9*

Table 3. Recorded exports

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolley-buses
1963	616,016	150,705	7,705
1964	679,601	158,201	7,103
1965	627,567	152,254	6,870
1966	555,926	151,141	11,150
1967	502,596	125,335	6,979
1968	676,571	135,156	6,874
1969	771,634	171,744	9,380
1968 1st quarter	149,177	32,577	1,803
2nd quarter	199,069	35,642	1,875
3rd quarter	174,397	31,039	1,306
4th quarter	153,928	35,898	1,890
1969 1st quarter	189,852	41,993	1,954
2nd quarter	221,477	47,287	2,224
3rd quarter	201,684	42,211	2,589
4th quarter	158,621	40,253	2,613
1969 July	81,660	15,843	706
August	67,992	13,611	887
September	52,075	12,828	987
October	55,654	14,187	817
November	52,249	12,645	834
December	50,477	13,568	963

Note
There are certain differences of timing and coverage between the production and export figures. In particular there is an increasing trend towards assembly overseas of cars from kits supplied from the United Kingdom which do not always appear in the trade accounts as complete vehicles; and the export figures include battery-operated road vehicles whereas the production figures exclude these. The quarterly export figures include amendments not made to monthly figures.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 6,1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Happy Deathday	Br/E 34604	89	February 2	MRA Productions (The Good Road Ltd.)	Westminster Productions Ltd.
Praise Marx and Pass The Ammunition	Br/E 34605	90	February 2	Mithras Films Ltd.	Mithras Films Ltd.
Mining Review No. 6 - 23rd Year	Br/E 34606	11	February 2	Data Film Distributors Ltd.	National Coal Board
The Reckoning	Br/E 34607	110	February 4	Columbia Pictures Corp. Ltd.	Columbia (British) Productions Ltd.
1917	Br/E 34611	34	February 5	Tigon Pictures Ltd.	Tigon British Film Productions Ltd. and Cinetrend Motion Pictures Ltd.
Movietone News 2122	Br/E 34643	7	February 6	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2122A	Br/E 34644	9	February 6	" " "	" "
Pathe News 70-10	Br/E 34590	8	February 6	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 70-11	Br/E 34591	7	February 6	" " "	" "
				FOREIGN	
The Wild Bunch	F 34599	145	February 2	Warner-Pathe Distributors Ltd.	Warner Bros./Seven Arts Inc.
The Arrangement	F 34600	125	February 2	" " "	Athena Enterprises Corp.
Love Problems	F 34601	101	February 2	Border Film Productions (London) Ltd.	Felix Films Paris
The Queer – The Erotic	F 34602	90	February 2	" "	Devon Film, Rome
Do You Want To Remain A Virgin Forever	F 34603	87	February 2	" "	Hape Film GmbH, Munich
1001 Ways To Love	F 34608	75	February 4	Richard Schulman Entertainments Ltd.	Jean-Claude Roy, Paris
The Subject is Sex	F 34609	95	February 4	" "	Jose Benzaref, Productions Du Chesne, Paris
Kamasutra	F 34610	90	February 5	Tigon Pictures Ltd. "	Conti Film Productions, Munich

Note
The particulars of the film 'Heartbeat (La Chamade)' (F 34563) registered on January 20, 1970, should include the additional makers: Les Productions Artistes Associes, Paris, and P.E.A. Produzioni Europee Associate, Rome.

Basic United Kingdom statistical sources–where to consult them

SOME MONTHS AGO a Joint Working Party of the Royal Statistical Society and the Library Association prepared a list of the 58 principal sources of United Kingdom economic statistics. It suggested that these *Recommended basic statistical sources* should be available for public use in all substantial centres of population throughout the United Kingdom. It was expected that the larger public reference libraries would each hold all the titles, but that in the smaller provincial centres various libraries would share between them the responsibility for providing the full 58 titles.

After *Recommended basic statistical sources* had been published for some time, the Joint Working Party conducted a survey of holdings of the titles in 91 provincial centres. This article prints the results of this survey for the information of those users who need to consult any of the basic economic statistics. All 58 titles listed are available for public use in 15 provincial centres – Belfast, Birmingham, Cambridge, Canterbury, Coventry, Dundee, Edinburgh, Glasgow, Kingston-upon-Hull, Leeds, Liverpool, Manchester, Newcastle-upon-Tyne, Nottingham, and Sheffield. Aberystwyth, Bradford and Oxford lack only one title each.

In the smaller provincial centres the libraries surveyed were the public library (the borough and/or county library headquarters), the university library (where one or more exists), and the technical college library. The holdings shown in the tables are therefore the joint holdings of these three types of library; and users who wish to consult one of the titles may approach any of these libraries in a particular centre and will then be directed to the library holding the title required. Such inquiries may most easily be made by telephone to avoid unnecessary journeys.

The survey did not extend to London as it was already known that all the titles were held in a number of libraries. Among these libraries are the Central Public Libraries of the London Boroughs of Barnet, Camden, Merton and Westminster, and the British Library of Political and Economic Science. A full set is also available for public use in the Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London EC4.

A revised edition of *Recommended basic statistical sources* is in preparation and will shortly be put on sale by the Library Association. Full publication and price details are given for each statistical source quoted, and the purpose and content of each work is described.

(*Continued on next page*)

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

A group of public relations officers of members of the Society of Motor Manufacturers and Traders Ltd. visited the Central Office of Information recently, where they were introduced to the export publicity services of the COI by the Acting Controller (Overseas) Mr. R. A. Fleming. The party, pictured at COI headquarters in London, included Mr. M. Trestrail, CAV Ltd.; Mr. A. Spalding, Ford Motor Co. Ltd.; Mr. G. Ealson and Mr. J. M. Ackroyd, Firestone Tyre and Rubber Co. Ltd.; Mr. K. S. Webb, Joseph Lucas Ltd.; Mr. P. A. M. A. Fitz-Gibbon and Mr. D. A. Cooke, Smith's Industries Ltd.; Mr. D. C. Goatman and Mr. T. Dobbyn, Vauxhall Motors Ltd.; Miss Y. Fournier, Good Relations Ltd. (representing Lensen Motors Ltd.); Mr. K. Jackson, The Reliant Motor Co. Ltd.; and Mr. D. Filsell, Society of Motor Manufacturers and Traders Ltd.

	Aberdeen	Aberystwyth	Aylesbury	Ayr	Bangor (Caerns.)	Barnsley	Bath	Bedford	Belfast	Birmingham	Blackburn	Blackpool	Bolton	Bournemouth	Bradford	Bridgend	Bridgwater	Brighton	Bristol	Cambridge	Canterbury	Cardiff	Carlisle
General Statistical Compilations																							
1 *Abstract of Regional Statistics*	*	*	*		*	*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*
2 *Annual Abstract of Statistics*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
3 *Board of Trade Journal*	*	*	*		*	*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*
4 *British Economy: Key Statistics* 1900-66	*	*	*			*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*
5 *Monthly Digest of Statistics*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*			*	*	*	*	*	*
6 *Statistics on Incomes, Prices, Employment and Production*	*	*	*		*	*	*	*	*	*	*		*	*	*	*		*	*	*	*	*	*
7 *Unesco Statistical Yearbook*	*	*	*		*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*
8 *United Nations Monthly Bulletin of Statistics*	*	*	*			*	*	*	*	*		*			*	*		*	*	*	*	*	
9 *United Nations Statistical Yearbook*	*	*	*	*		*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*
10 *Digest of Scottish Statistics*	*	*	*	*			*		*	*			*		*	*			*	*	*	*	*
11 *Digest of Welsh Statistics*	*	*	*						*	*					*	*				*	*	*	*
12 *Digest of Statistics for Northern Ireland*		*							*	*					*								
Education, Science and Technology																							
13 *Statistics of Education*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
14 *Statistics of Science and Technology*	*	*	*			*	*	*	*	*			*	*	*	*	*	*	*	*	*	*	
Finance																							
15 *Bank of England Quarterly Bulletin*	*	*	*		*		*	*	*	*			*	*	*		*	*	*	*	*	*	
16 *Financial Statistics*	*	*	*		*		*	*	*	*	*		*	*	*			*	*	*	*	*	*
Foreign Trade and Balance of Payments																							
17 *Annual Statement of the Trade of the UK*	*	*	*			*			*	*				*	*			*	*	*	*	*	
18 *Economic Trends*	*	*	*		*	*	*	*	*	*	*		*	*	*			*	*	*	*	*	*
19 *National Institute Economic Review*	*	*	*		*		*		*	*			*	*	*			*	*	*	*	*	
20 *Overseas Trade Accounts of the UK*	*	*	*				*		*	*					*			*	*	*	*	*	
21 *Report on Overseas Trade*	*	*	*		*		*	*	*	*					*			*	*	*	*	*	
22 *UK Balance of Payments*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Housing																							
23 *Housing Statistics, Great Britain*	*	*	*						*	*	*		*		*			*	*	*	*	*	
Labour, Wages and Household Expenditure																							
24 *Family Expenditure Survey Report*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
25 *Employment and Productivity Gazette*	*	*	*	*		*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*
Local Government																							
26 *Local Government Financial Statistics*	*	*	*		*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	
National Income																							
27 *Commissioners of Inland Revenue, Annual Report*	*	*	*		*		*	*	*	*	*		*	*	*		*	*	*	*	*	*	
28 *Household Food Consumption and Expenditure*	*	*	*			*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*
29 *National Income and Expenditure*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
30 *Report of the Commissioners of HM Customs and Excise*	*	*	*		*		*	*	*	*	*			*	*	*	*	*	*	*	*	*	
Population and Vital Statistics																							
31 *Annual Estimates of the Population of Scotland*	*	*	*	*			*	*	*	*			*		*				*	*	*	*	*
32 *Annual Report of the Registrar-General for Scotland*	*	*	*	*					*	*					*			*	*	*	*	*	
33 *Census of Population*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
34 *Ministry of Health Annual Report*	*	*	*		*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*
35 *The Annual Report of the Chief Medical Officer of the Ministry of Health*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
36 *Registrar-General's Annual Estimate of the Population of England and Wales*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
37 *Registrar-General's Quarterly Returns*		*	*		*		*	*	*	*			*	*	*	*		*	*	*	*	*	
38 *Registrar-General's Statistical Review of England and Wales*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
39 *United Nations Demographic Yearbook*	*	*	*			*	*	*	*	*			*	*	*		*	*	*	*	*	*	
Production, Service Industries and Commodities																							
40 *Agricultural Statistics: England and Wales*		*				*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*
41 *Agricultural Statistics: Scotland*	*	*	*			*	*		*	*					*			*	*	*	*	*	
42 *Business Monitor: Production series*	*	*	*						*	*	*			*	*		*		*	*	*		
43 *Business Monitor: Civil aviation series*	*								*	*									*	*	*		
44 *Census of Distribution and other services*	*	*	*			*	*		*	*			*	*	*			*	*	*	*	*	
45 *Census of Production, 1963*	*	*	*		*		*		*	*			*	*	*			*	*	*	*	*	
46 *Iron and Steel: Annual Statistics for the UK*	*	*	*	*	*	*	*		*	*			*		*			*	*	*	*	*	
47 *Iron and Steel Monthly Statistics*	*	*		*	*	*	*		*	*	*		*		*				*	*	*	*	*
48 *Ministry of Power Statistical Digest*	*	*	*			*	*		*	*	*		*	*	*	*	*	*	*	*	*	*	
49 *Report on the Census of Production for* 1959, 60, 61 *and* 62	*	*	*			*	*		*	*		*		*	*			*	*	*	*	*	
Social Statistics																							
50 *Criminal Statistics, England and Wales*	*	*	*			*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*
51 *Criminal Statistics: Scotland*	*	*	*						*	*					*			*	*	*	*	*	
52 *Judicial Statistics, England and Wales*	*	*	*			*		*	*	*					*			*	*	*	*	*	
53 *Judicial Statistics, Scotland*	*	*	*			*			*	*					*			*	*	*	*	*	
54 *Ministry of Social Security, Annual Report*	*	*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*
55 *Prison Department Annual Report*	*	*	*		*	*	*	*	*	*	*		*	*	*	*		*	*	*	*	*	*
Transport and Communication																							
56 *Basic Road Statistics of GB*	*	*	*			*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*
57 *Highway Statistics*	*	*	*			*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*
58 *Passenger Transport in GB*	*	*	*			*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*

Chelmsford	Cheltenham	Chester	Chesterfield	Colchester	Coventry	Darlington	Derby	Doncaster	Dundee	Durham	Edinburgh	Esher	Exeter	Glasgow	Gloucester	Grimsby	Guildford	Halifax	Hamilton	Hertford	High Wycombe	Huddersfield	
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★		★	★	★	★	★	★		★	★	★		★	★	★		★			★		★	18 *Economic Trends*
★			★	★					★		★		★	★		★	★			★		★	19 *National Institute Economic Review*
★			★	★					★		★		★	★		★	★			★		★	20 *Overseas Trade Accounts of the UK*
★			★	★					★		★		★	★	★	★	★			★		★	21 *Report on Overseas Trade*
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★	★	★		★	★			★	★	★	★		★	★	★	★	★			★		★	**National Income**
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★	★	★	★	★	★		★	★	★	★	★		★	★	★	★	★	★		★		★	29 *National Income and Expenditure*
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★		★		★	★				★		★	★		★								★	**Population and Vital Statistics**
		★	★	★	★				★		★	★	★	★								★	31 *Annual Estimates of the Population of Scotland*
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	32 *Annual Report of the Registrar-General for Scotland*
	★	★	★	★	★	★	★	★	★	★	★		★	★	★	★	★			★	★	★	33 *Census of Population*
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★		★		★	34 *Ministry of Health Annual Report*
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★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	36 *Registrar-General's Annual Estimate of the Population of England and Wales*
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★		★	★	★	37 *Registrar-General's Quarterly Returns*
		★	★		★		★		★		★		★	★	★	★	★			★		★	38 *Registrar-General's Statistical Review of England and Wales*
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★		★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★		★		★	**Production, Service Industries and Commodities**
★		★	★	★	★		★	★	★	★	★		★	★	★	★	★			★		★	40 *Agricultural Statistics: England and Wales*
				★	★				★		★			★								★	41 *Agricultural Statistics: Scotland*
★					★				★		★			★		★					★		42 *Business Monitor: Production series*
★					★				★		★	★	★										43 *Business Monitor: Civil aviation series*
★		★	★	★	★	★	★	★	★	★	★	★	★	★	★	★				★	★	★	44 *Census of Distribution and other services*
★		★	★	★	★	★			★	★	★		★	★		★				★		★	45 *Census of Production, 1963*
★		★	★	★	★	★	★	★	★		★		★	★	★	★	★					★	46 *Iron and Steel: Annual Statistics for the UK*
★			★	★	★	★	★	★	★		★		★	★	★	★						★	47 *Iron and Steel Monthly Statistics*
★		★	★	★	★		★	★	★		★		★	★	★	★	★			★		★	48 *Ministry of Power Statistical Digest*
																							49 *Report on the Census of Production for* 1959, 60, 61 *and* 62
★		★	★	★	★	★	★	★	★	★	★	★	★	★		★				★		★	**Social Statistics**
	★	★	★	★	★		★	★	★	★	★		★	★	★	★	★	★		★	★	★	50 *Criminal Statistics, England and Wales*
				★	★				★	★	★			★		★			★				51 *Criminal Statistics: Scotland*
		★		★	★			★	★		★		★	★	★	★		★					52 *Judicial Statistics, England and Wales*
				★	★			★	★		★			★									53 *Judicial Statistics, Scotland*
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★		★		★	★	★	★	★	★		★		★	★	★	★	★	★		★	★	★	55 *Prison Department Annual Report*
																							Transport and Communication
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★		★		★	56 *Basic Road Statistics of GB*
★		★	★	★	★	★	★	★	★	★	★		★	★	★		★		★	★		★	57 *Highway Statistics*
★		★	★	★	★		★	★	★	★	★		★	★	★	★	★	★		★		★	58 *Passenger Transport in GB*

	Ipswich	Kingston/Hull	Lancaster	Leeds	Leicester	Lincoln	Liverpool	Loughborough	Luton	Maidstone	Manchester	Matlock	Newcastle/Tyne	Newport (Mon.)	Northampton	Norwich	Nottingham	Oxford	Peterborough	Plymouth	Portsmouth	Preston	Reading
General Statistical Compilations																							
1 *Abstract of Regional Statistics*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*		*	*
2 *Annual Abstract of Statistics*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
3 *Board of Trade Journal*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
4 *British Economy: Key Statistics* 1900-66	*	*	*	*	*	*	*			*	*	*	*	*	*	*	*	*	*	*	*	*	*
5 *Monthly Digest of Statistics*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
6 *Statistics on Incomes, Prices, Employment and Production*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*
7 *Unesco Statistical Yearbook*		*	*	*	*	*	*		*		*	*	*	*	*	*	*	*	*	*		*	
8 *United Nations Monthly Bulletin of Statistics*		*		*	*		*				*		*		*		*	*				*	*
9 *United Nations Statistical Yearbook*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
10 *Digest of Scottish Statistics*		*	*	*	*		*				*		*				*	*					
11 *Digest of Welsh Statistics*		*		*	*		*				*		*	*			*	*					
12 *Digest of Statistics for Northern Ireland*		*	*	*			*				*		*				*	*					
Education, Science and Technology																							
13 *Statistics of Education*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*
14 *Statistics of Science and Technology*	*	*		*	*	*	*		*		*	*	*		*	*	*	*	*		*	*	*
Finance																							
15 *Bank of England Quarterly Bulletin*	*	*	*	*	*		*	*	*		*	*	*		*	*	*	*	*	*	*	*	*
16 *Financial Statistics*		*	*	*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*
Foreign Trade and Balance of Payments																							
17 *Annual Statement of the Trade of the UK*		*	*	*	*		*	*		*	*		*		*	*	*	*	*		*	*	*
18 *Economic Trends*		*	*	*	*		*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*
19 *National Institute Economic Review*	*	*	*	*	*		*	*			*	*	*	*	*	*	*	*	*	*	*	*	*
20 *Overseas Trade Accounts of the UK*		*		*	*		*		*	*	*		*		*	*	*	*	*		*	*	*
21 *Report on Overseas Trade*		*	*	*	*		*				*		*		*	*	*	*	*			*	*
22 *UK Balance of Payments*	*	*	*	*	*	*	*	*	*		*		*	*	*	*	*	*	*	*	*	*	*
Housing																							
23 *Housing Statistics, Great Britain*	*-	*	*	*	*		*	*	*	*	*	*	*		*		*	*	*		*	*	*
Labour Wages and Household Expenditure																							
24 *Family Expenditure Survey Report*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
25 *Employment and Productivity Gazette*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*	*	*	*	*
Local Government																							
26 *Local Government Financial Statistics*		*	*	*	*	*	*		*		*	*	*		*		*	*	*		*	*	*
National Income																							
27 *Commissioners of Inland Revenue, Annual Report*		*		*	*	*	*	*	*		*	*	*		*	*	*	*	*	*	*	*	*
28 *Household Food Consumption and Expenditure*		*	*	*	*		*		*		*	*	*		*	*	*	*	*	*	*	*	*
29 *National Income and Expenditure*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
30 *Report of the Commissioners of HM Customs and Excise*		*	*	*	*	*	*				*	*	*		*	*	*	*	*	*	*	*	*
Population and Vital Statistics																							
31 *Annual Estimates of the Population of Scotland*		*		*			*		*		*		*		*		*	*	*	*	*	*	
32 *Annual Report of the Registrar-General for Scotland*		*	*	*	*		*				*		*		*	*	*	*			*	*	
33 *Census of Population*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
34 *Ministry of Health Annual Report*	*	*	*	*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*
35 *The Annual Report of the Chief Medical Officer of the Ministry of Health*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
36 *Registrar-General's Annual Estimate of the Population of England and Wales*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
37 *Registrar-General's Quarterly Returns*	*	*	*	*		*	*		*		*	*	*		*	*	*	*	*		*	*	*
38 *Registrar-General's Statistical Review of England and Wales*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
39 *United Nations Demographic Yearbook*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
Production, Service Industries and Commodities																							
40 *Agricultural Statistics: England and Wales*	*	*	*	*	*	*	*		*	*	*	*	*		*	*	*	*	*	*	*	*	*
41 *Agricultural Statistics: Scotland*		*	*	*			*				*		*		*		*	*				*	*
42 *Business Monitor: Production series*		*	*	*	*		*	*			*		*		*		*	*				*	*
43 *Business Monitor: Civil aviation series*		*		*			*	*			*		*		*		*	*			*	*	*
44 *Census of Distribution and other services*		*	*	*	*		*	*	*		*		*		*	*	*	*	*	*	*	*	*
45 *Census of Production, 1963*		*	*	*	*		*	*	*		*		*		*	*	*	*		*	*	*	*
46 *Iron and Steel: Annual Statistics for the UK*	*	*		*	*	*	*		*	*	*		*		*		*	*		*	*	*	*
47 *Iron and Steel Monthly Statistics*		*		*	*	*	*		*	*	*		*		*		*			*		*	*
48 *Ministry of Power Statistical Digest*		*	*	*	*	*	*		*		*	*	*		*		*	*	*	*	*	*	*
49 *Report on the Census of Production for* 1959, 60, 61 *and* 62	*	*		*	*	*	*	*	*		*		*		*	*	*	*	*	*	*	*	*
Social Statistics																							
50 *Criminal Statistics, England and Wales*	*	*	*	*	*	*	*		*	*	*	*	*		*	*	*	*	*	*	*	*	*
51 *Criminal Statistics: Scotland*		*	*	*	*		*				*		*		*	*	*	*				*	*
52 *Judicial Statistics, England and Wales*	*	*	*	*	*		*				*		*		*	*	*	*	*		*	*	*
53 *Judicial Statistics, Scotland*		*	*	*	*		*				*		*		*	*	*	*				*	*
54 *Ministry of Social Security, Annual Report*	*	*	*	*	*	*	*		*	*	*	*	*		*	*	*	*	*	*	*	*	*
55 *Prison Department Annual Report*	*	*	*	*	*		*		*	*	*	*	*		*	*	*	*		*	*	*	*
Transport and Communication																							
56 *Basic Road Statistics of GB*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
57 *Highway Statistics*	*	*		*	*	*	*	*	*	*	*	*	*		*	*	*	*	*	*	*	*	*
58 *Passenger Transport in GB*		*		*	*	*	*		*	*	*	*	*	*	*	*	*	*	*		*	*	*

St. Andrews	St. Helens	Sheffield	Shrewsbury	Southampton	Southend	Stafford	Stirling	Stoke	Sunderland	Swansea	Swindon	Teesside	Torbay	Wakefield	Warrington	Watford	Wigan	Winchester	Wolverhampton	Worcester	York	
		★	★	★		★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	**General Statistical Compilations**
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	1 *Abstract of Regional Statistics*
★	★	★	★	★		★	★	★	★	★	★	★		★	★	★	★	★	★	★	★	2 *Annual Abstract of Statistics*
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★		★	★	★	3 *Board of Trade Journal*
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	4 *British Economy: Key Statistics* 1900-66
		★	★	★		★		★		★		★		★			★		★		★	5 *Monthly Digest of Statistics*
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	★	★	★	★		★		★		★	★	★		★				★	★	★	★	7 *Unesco Statistical Yearbook*
★	★	★	★	★		★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	8 *United Nations Monthly Bulletin of Statistics*
★		★	★	★			★	★		★				★				★			★	9 *United Nations Statistical Yearbook*
		★	★	★						★				★							★	10 *Digest of Scottish Statistics*
		★		★										★							★	11 *Digest of Welsh Statistics*
																					★	12 *Digest of Statistics for Northern Ireland*
★	★	★	★	★		★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	**Education, Science and Technology**
		★	★	★		★		★	★	★	★	★	★	★	★	★	★	★	★	★	★	13 *Statistics of Education*
																						14 *Statistics of Science and Technology*
★	★	★		★			★	★		★		★		★		★	★		★	★	★	**Finance**
★		★	★	★		★	★	★	★	★		★		★					★		★	15 *Bank of England Quarterly Bulletin*
																						16 *Financial Statistics*
		★	★	★			★	★		★		★		★	★	★	★	★	★		★	**Foreign Trade and Balance of Payments**
★	★	★		★			★	★	★	★		★		★		★	★	★	★		★	17 *Annual Statement of the Trade of the UK*
★	★	★	★	★			★	★	★	★		★		★	★	★	★		★		★	18 *Economic Trends*
★		★		★	★		★		★			★		★					★		★	19 *National Institute Economic Review*
		★		★	★		★	★	★			★		★					★		★	20 *Overseas Trade Accounts of the UK*
★	★	★	★	★		★	★	★	★	★	★	★	★	★		★	★	★	★		★	21 *Report on Overseas Trade*
																						22 *UK Balance of Payments*
	★	★	★	★			★	★		★	★	★		★				★	★	★	★	**Housing**
																						23 *Housing Statistics, Great Britain*
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★		★		★	★	★	★	**Labour, Wages and Household Expenditure**
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	24 *Family Expenditure Survey Report*
																						25 *Employment and Productivity Gazette*
		★	★	★		★		★	★	★	★	★	★	★				★	★	★	★	**Local Government**
																						26 *Local Government Financial Statistics*
		★	★	★				★	★	★	★	★		★					★	★	★	**National Income**
	★	★	★	★		★		★		★	★	★	★	★		★			★	★	★	27 *Commissioners of Inland Revenue, Annual Report*
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	28 *Household Food Consumption and Expenditure*
																						29 *National Income and Expenditure*
★	★	★	★	★				★	★	★	★	★		★		★		★	★		★	30 *Report of the Commissioners of HM Customs and Excise*
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		★	★	★						★	★							★	★		★	31 *Annual Estimates of the Population of Scotland*
★		★	★	★			★											★	★		★	32 *Annual Report of the Registrar-General for Scotland*
★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	★	33 *Census of Population*
		★	★	★		★		★	★	★	★	★	★	★	★		★	★	★	★	★	34 *Ministry of Health Annual Report*
																						35 *The Annual Report of the Chief Medical Officer of the Ministry of Health*
		★	★	★		★		★	★	★	★	★	★	★	★		★	★	★	★	★	36 *Registrar-General's Annual Estimate of the Population of England and Wales*
		★	★	★	★	★		★	★	★	★	★	★	★	★		★	★	★	★	★	37 *Registrar-General's Quarterly Returns*
		★	★	★		★				★		★		★					★			38 *Registrar-General's Statistical Review of England and Wales*
		★	★	★	★	★	★	★	★	★	★	★	★	★	★		★	★	★	★	★	39 *United Nations Demographic Yearbook*
★	★	★	★	★			★	★	★	★	★	★	★	★				★	★		★	**Production, Service Industries and Commodities**
																						40 *Agricultural Statistics: England and Wales*
		★	★	★		★	★	★		★	★	★	★	★				★	★	★	★	41 *Agricultural Statistics: Scotland*
		★	★			★				★		★		★								42 *Business Monitor: Production series*
		★					★	★		★		★		★	★	★			★			43 *Business Monitor: Civil aviation series*
		★	★	★		★		★	★	★	★	★		★	★	★	★		★	★	★	44 *Census of Distribution and other services*
★		★	★	★		★	★	★	★	★		★		★		★	★		★			45 *Census of Production, 1963*
★	★	★	★	★				★		★	★	★	★	★	★		★		★	★	★	46 *Iron and Steel: Annual Statistics for the UK*
★	★	★	★	★				★		★	★	★	★		★		★		★			47 *Iron and Steel Monthly Statistics*
		★	★	★		★		★	★	★		★	★	★			★	★	★		★	48 *Ministry of Power Statistical Digest*
★		★	★	★				★	★	★		★		★	★	★	★		★	★	★	49 *Report on the Census of Production for* 1959, 60, 61 *and* 62
																						Social Statistics
	★	★	★	★		★		★	★	★	★	★	★	★	★	★	★	★	★	★	★	50 *Criminal Statistics, England and Wales*
		★	★	★				★		★								★	★		★	51 *Criminal Statistics: Scotland*
		★	★	★				★		★		★		★				★	★		★	52 *Judicial Statistics, England and Wales*
		★	★	★				★		★								★			★	53 *Judicial Statistics, Scotland*
		★	★	★				★	★	★	★	★	★	★			★		★	★	★	54 *Ministry of Social Security, Annual Report*
		★	★	★		★		★	★	★	★	★	★	★				★	★	★	★	55 *Prison Department Annual Report*
																						Transport and Communication
	★	★	★	★		★		★	★	★	★	★	★	★	★	★	★	★	★	★	★	56 *Basic Road Statistics of GB*
		★	★	★				★	★	★	★	★	★	★			★		★	★	★	57 *Highway Statistics*
	★	★	★	★				★	★	★	★	★	★	★			★	★	★	★	★	58 *Passenger Transport in GB*

Electronic capital equipment during the third quarter of 1969

PROVISIONAL total output† of the capital sector of the electronics industry reached a record level in the third quarter of 1969 according to the latest Ministry of Technology figures. This was due to the exceptionally high figures for computers, details of which were in the *Board of Trade Journal* of February 4.

Output for the home market was £91.6 million in the third quarter of 1969, 14 per cent higher than the £80 million achieved in the second quarter and 18 per cent higher than the £77.5 million for the third quarter of 1968.

Because of the high value of individual deliveries of equipment quarterly comparisons are not particularly meaningful and a more accurate picture is obtained from the cumulative figures for the first nine months of 1968 and 1969 respectively.

Total output of electronic capital equipment

(£ million at current prices)

	1968 Jan.-Sept.	1969 Jan.-Sept.	Increase	Per cent
Computers	78·9	108·2	29·3	*37*
Control equipment	38·1	44·5	6·4	*17*
Measuring instruments	31·8	31·0	-0·8	*- 3*
Nucleonic instruments	3·8	3·7	-0·1	*- 3*
Broadcasting equipment	6·7	12·6	5·9	*88*
Radar and navigational aids	70·7	65·7	-5·0	*-7*
Radio communications	37·3	42·2	4·9	*13*
Other goods	29·0	28·1	-0·9	*-3*
Other work	18·4	22·1	3·7	*20*
Total deliveries	314·7	358·1	43·4	*14*
R & D	31·5	32·7	1·2	*4*
Total output	346·2	390·8	44·6	*13*

Full details, also in terms of current prices, are given in the attached table, and it will be seen that in the first three quarters of 1969 total output increased by 13 per cent over the corresponding period in the previous year.

Exports deliveries nearly £50 million in third quarter

Deliveries of electronic capital equipment for export are usually quite a high proportion of the total. In the first three quarters of 1968 they amounted to £110 million or 35 per cent of the total, while in the corresponding period of 1969 export deliveries were £134 million or 37 per cent of total deliveries.

In the third quarter of 1969 itself export deliveries were just under £50 million, the largest quarterly figure yet achieved, mainly due to heavy exports of computers.

Orders on hand at record level

At September 30, 1969 orders on hand were at record levels for both home and export markets, and the total showed an increase of 8 per cent to £621 million from June 30 figure of £576 million.

Recent orders on hand were as follows:

Orders on hand for electronic capital equipment

(£ million at current prices)

	Home	Export	Total
December 13, 1967	319	157	476
March 31, 1968	318	172	490
June 30, 1968	333	186	519
September 30, 1968	335	197	532
December 31, 1968	360	176	536
March 31, 1969	357	180	537
June 30, 1969	374	202	576
September 30, 1969	399	222	621

Included in all the above are orders for computers which amounted at September 30, 1969 to £186 million of which £65 million were for export.

Employment

There are signs that employment is beginning to rise in the Capital Sector. Total employees at September 30, 1969 were 148,000 of whom 48,000 were in the computer sector.

† i.e. Total deliveries plus Research and Development

Deliveries, R & D and other work

£ million, current prices

	1967		1968 Revised		1968 Revised 3rd quarter		1968 Revised 4th quarter		1969 1st quarter*		1969 2nd quarter*		1969 3rd quarter*	
	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export
1. Electronic computers and related equipment	94·4	35·3	109·4	38·7	27·7	9·8	30·5	12·0	29·5	10·5	31·7	13·2	47·0	19·1
2. Industrial electronic control equipment	42·5	9·4	52·3	12·7	12·7	3·1	14·2	3·5	14·9	2·8	14·5	3·4	15·1	3·3
3. Electronic measuring and testing equipment	36·8	15·3	42·5	19·0	10·9	5·2	10·7	5·0	10·8	4·7	10·5	4·9	9·7	4·7
4. Nucleonic instruments and controls	4·3	1·0	5·3	1·1	1·2	0·2	1·5	0·3	1·6	0·3	1·2	0·4	0·9	0·3
5. Public broadcasting and ancillary equipment	8·2	4·8	10·0	4·7	2·5	1·2	3·3	2·0	3·7	1·6	4·3	1·7	4·6	2·1
6. Radar	87·6	30·8	95·2	41·7	23·0	9·7	24·5	10·0	24·4	11·7	9·3	5·1	7·5	3·6
7. Electronic navigational aid equipment											11·8	5·3	12·7	5·6
8. Radio communication equipment	38·4	17·5	52·1	22·3	12·8	5·8	14·8	7·0	13·9	6·0	14·4	6·2	13·9	6·3
9. Other electronic capital goods	36·2	9·0	38·2	10·0	8·5	2·6	9·2	2·6	9·8	3·0	8·2	2·2	10·1	3·3
10. Other work	18·6	3·1	24·9	3·5	7·1	1·0	6·5	1·3	6·5	0·9	7·5	1·1	8·1	0·8
Total deliveries	367·0	126·2	429·9	153·7	106·4	38·6	115·2	43·7	115·1	41·5	113·4	43·4	129·6	49·1
11. Research and development	43·0	2·6	42·8	3·4	10·1	0·4	11·3	1·2	10·4	0·6	10·6	0·6	11·7	0·6
Total output	410·0	128·8	472·7	157·1	116·5	39·0	126·5	44·9	125·5	42·1	124·0	44·0	141·3	49·7
12. Sales to other United Kingdom electronics manufacturers	8·3	—	10·2	—	2·9	—	2·8	—	3·2	—	2·2	—	2·6	—

*Provisional.

Notes:
1. Items 2, 3, 4 above are derived from the Electronic Capital Equipment and the Scientific Instrument inquiries.
2. Item 10 covers the installation and field maintenance of capital equipment.
3. Item 11 refers only to contract R & D. It does not include 'in-house' R & D for firms' own products.
4. Item 12 is already included as part of the output of these other manufacturers in Total Output.

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Exhibitions and Fairs

BA '70 offers British manufacturers a springboard for the growing Argentine market

Mr. Roy Mason, President of the Board of Trade, opens the briefing conference for exhibitors at BA '70 – the British Industrial Exhibition in Buenos Aires. Mr. J. Peter Ford, chairman of BNEC Latin America, is on the right.

HOW BRITISH manufacturers of industrial equipment can take advantage of the opportunities in Argentina's expanding economy by using the British Industrial Exhibition in Buenos Aires as a springboard was discussed at a concentrated briefing session in London last week attended by more than 300 exporters.

BA '70, to be held from November 5 to 15, is Britain's biggest overseas exhibition in 1970, and the Board of Trade is giving exhibitors greater financial support than it has ever extended to a British Industrial Exhibition held overseas before. As a result, space price represents less than half the direct costs of mounting and promoting the exhibition and, as in its joint venture schemes, the Board will contribute half the cost of the return air fares for two executives per company, half the cost of return freight of any unsold exhibit, and half the cost of translation of sales literature.

The conference, organized by BNEC Latin America, was opened by Mr. Roy Mason, President of the Board of Trade, who pointed out that the decline in Anglo-Argentinian trade had been gradually coming to an end in the last few years – in 1967 our exports were worth £25 million, in 1968 they were up by about a third, and in 1969 the total was £46 million, a further 35 per cent increase over 1968. As a result, Argentina was the United Kingdom's top Latin American market in 1969.

'But good as our recent export record has been,' said the President, 'exports to us have still been doing better.' Last year we had bought nearly £80 million of goods from Argentina, so we had a heavy adverse balance of visible trade.

'The fact is we have neglected this market for too long,' continued Mr. Mason. 'But I am very pleased to see that British industry is again awakening to the very rapidly expanding markets in Latin America, and in Argentina in particular.

'We have already provided Argentina with many of our advanced technological products. And we are ready to provide a great deal more. And I am sure that with our know-how and technical expertise we shall display at BA '70 machinery and equipment which can compete effectively with the products of any other nation in the world. BA '70 will be the place to show Argentina our technological pre-eminence, offering her high efficiency in the many fields where we excel. We can also show very substantial evidence that we not only want to help, but are in a very sound position to help Argentina in her commendable efforts to maintain and strengthen her position in the forefront of Latin American countries.'

Beating competition

Asserting that Britain could supply Argentina with almost every piece of equipment she might need and with supreme technical ability and know-how, the President said: 'Now above all let us show that we are capable of beating our competitors in terms of quality, efficiency, price, delivery, servicing and spares. That is the way to gain not just a single sale but repeat orders over the years. All too often we have heard the complaint that, compared with our competitors, our salesmen in Latin America are far too thin on the ground. I hope that, with BA '70 in mind you will send out more of your representatives and keep on sending them.

'The market is there for them. In Argentina, particularly, they will find that there is much local goodwill towards Britain to help them.'

The background to Argentina's present economic and industrial growth and stability was given by Dr. Jose Martinez de Hoz, former Minister of Economy of the Argentine Republic, who said that the Government had estimated that during 1970 exports would reach a record $1,800 million, with a $250 million balance of trade. Imports of capital goods were, however, essential in order to further develop the country's economy, and Argentina was anxious to increase trade between herself and the United Kingdom. Dr. Martinez de Hoz stressed, however, that adequate financial backing was essential and effective credit guarantee arrangements must be provided, as the competition was intense.

Concluding that there was a very wide field open to British businessmen in the Argentine market, he pointed out that because of Argentina's determination to press ahead with industrial development, the conditions were particularly favourable for joint venture arrangements.

Economic planning

Minister Adolfo C. Diz, Argentina's financial representative in Europe, outlined Argentina's economic plans for the future, stressing that capital goods would be considered among her most important imports. Minister Diz warned that although there had been a strong revival in British exports to Argentina, the United Kingdom still lagged behind compared with other countries, especially Japan and the United States. However, he was 'very optimistic' that Anglo-Argentine trade would improve considerably: there was 'a strong revival of trade flows in Argentina and the United Kingdom,' the scope for improvement was there, and he was impressed by the enthusiasm and forward-looking spirit of British businessmen, demonstrated by BA '70, whose timing was 'almost perfect'.

Mr. R. M. Hadow, British Ambassador to Argentina, also stressed the propitious timing of the exhibition. Last year's economic results had shown that Argentina was entering a great period of expansion.

In the immediate future Argentina planned to import in 1970 some £250 million of capital goods and a similar quantity of industrial and raw materials. 'The effort is clearly worth making for United Kingdom industry to get a good share of this market,' said Mr. Hadow, 'but this will entail an effort and often an

(Continued on next page)

BA '70, *continued*

adjustment of methods to suit the requirements of the Argentine market, i.e. in some cases co-operation with developing or established local industry. But the Germans, Italians, Japanese and others have found that the effort pays off. Why should not we?'

BA '70 would afford an unparalleled opportunity for British industry to get going in this growing market: to investigate prospects for the future, to support its local representatives (and review their performance): and to establish contact with customers and potential partners as well as contacts with visitors from many of the neighbouring countries expected at the exhibition.

The opportunities

The opportunities lay in Argentina's industrial infrastructure programme, which would require imported machinery and equipment for road and bridge building, railway equipment, hydro-electric stations and transmission systems, oil and gas pipelines, improved telecommunications and deep-water port building.

In 1970 alone this programme would absorb some £300 million. Much of this would be spent on imports, but the majority would come from local production which in turn would require new plant which has to be imported.

Argentina's other programmes included expansion of steel-making capacity to reach over four million tons by 1974, an iron ore pelletizing plant, aluminium smelter, a soda ash plant, various petro-chemical plants, a newsprint factory, extraction of copper from the mountains, and shipbuilding.

Many of these would have to be undertaken by foreign enterprise and would require imports of capital equipment to the value of over £100 million.

Financing trade

On the question of financing trade with Argentina, Sir Anthony Percival, secretary of the Export Credits Guarantee Department, told delegates that Argentina was a sophisticated country whose imports now consisted of the more sophisticated capital goods. 'The sort of things for which you will require our cover,' said Sir Anthony, 'lie in the field of sophisticated machine tools, propulsive machinery, electrical and electronic gear, scientific instruments and of course the large projects, the steel works, the power stations, the petro-chemical plant which our Financial Guarantee machinery exists to promote.'

These things required credit, and ECGD did not propose to impose uncompetitive terms of credit on British exporters.

'In the interests of promoting sound business on realistic terms,' continued Sir Anthony, 'we are prepared to take on far more than we have at risk in Argentina at this moment' – not only in the form of big financial guarantees and buyer credits but also in 'less publicised and less dramatic run-of-the-mill business. I would hope also that the greater activity and involvement in the market of British businessmen would result in a bigger volume of sales of capital goods to the private sector in Argentina. We do not get as much of this business as we would like to do, and I might add that in general, the terms of credit demanded by Argentine buyers in this sector are somewhat shorter than for the large-scale public business of which we hear so much.'

On the question of a possible line of credit, ECGD would be going into the matter thoroughly and if it would be helpful and desirable ECGD would aim to organize it in time for the Buenos Aires exhibition.

Financing trade with Aregntina was also discussed by Mr. W. J. M. Longmore, chairman of Balfour Williamson and executive director of the Bank of London and South Africa, and Mr. J. G. Phillimore, managing director of Baring Bros.

So far, 86 companies have already said they will be participating in BA '70 accounting for 63,000 square feet of space, said Mr. Ian Trafford, managing director of Industrial and Trade Fairs International, organizers of the exhibition.

Mrs. Dunwoody opens Blackpool Gifts Fair

AT THE 21st International Gifts Fair at Blackpool, 'there are over 1,200 manufacturers represented, some ½ million sq. ft. of exhibition space is taken up by their exhibits, and the fair now ranks as the largest trade fair in Britain and the largest giftware fair anywhere in the world.' This was the opening point of the speech by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, on the first day of the fair on February 2. 'This event,' continued Mrs. Dunwoody, 'has, rightly, become a key date in the calendar of buyers from all over the world and provides a show-piece for the products of a wide range of industries represented. This is especially important for our exports and I am delighted that so many overseas buyers are present today.'

Many of the industries represented had long had excellent export records. Mrs. Dunwoody remarked that since her last visit to the fair they had shown commendable improvements in their export performance, contributing to their credit to the general upsurge in United Kingdom exports.

'Your own export council, the Export Council for the Giftware Industry, has done sterling work in promoting exports and the importance which it attaches to professional marketing is wholly to be commended; for we must realize that competition in overseas markets is increasing steadily and British exporters will continue to succeed against it only with constant attention to accurate assessments of market appetites, good design, high manufacturing standards, efficient and economic distribution and lively sales and promotion efforts.'

Mrs. Dunwoody went on to say that the services available to exporters today were many and varied and those provided by the Government were at least as efficient and comprehensive as – and many said substantially better than – those available in any other country. They were very largely made available free of charge and had a real part to play in the attainment of a professional standard in export marketing. The Board of Trade had a stand at the fair where exhibitors would find staff anxious and willing to discuss export problems in solid, practical business terms and to explain how Government services could help exporters or potential exporters.

'This year a call at the Board of Trade stand should be particularly rewarding to many visitors to the fair,' said the Parliamentary Secretary, 'because, like the gift industry, we, also, are continually progressing. A new computerized export information system is shortly to be introduced and by this exporters' easier access to more and better classified export opportunity information will be assured. I am most anxious that every exporter and potential exporter should consider what the new system can offer him in improved guidance towards marketing opportunities overseas by which greater business can be generated.'

said that overseas interest had always been a feature of the fair, but that even so he had been 'pleasantly surprised' by the amount of enthusiasm from abroad shown during the first two days' trading. Lone Star export over 65 per cent of their products – one of their most recent orders, going out this week, is from Japan for £30,000 worth of model trains. Lone Star found that interest in their new products was high – for instance, Mr. Burks said that an order from South America had just been taken for their new range of Dune Buggies.

The British toy industry is traditionally one of Britain's top export-earners. Total production during 1969 is estimated at £80 million, of which £28 million went to 166 countries, and there was plenty of evidence of the international appeal of British toys in Brighton's packed hotels and the rapidly filling order books at the toy fair.

Lesney Products, another company doing well in the export field (last year's exports were 20 per cent up on 1968), were also pleased by the brisk trading being conducted on their stand. Visitors to the stand were coming, for example, from Scandinavia, France, Belgium and South Africa. Mr. Ward, one of company's export staff, said the company had received some good orders from Sweden and was hoping to consolidate its successes at the Nuremburg Toy Fair in a fortnight's time. The new 'Matchbox' Superfast was going particularly well.

Another well-known toy exporter who confirmed that enthusiasm from abroad was even greater than last year was Mettoy, who had been receiving visitors from Venezuela, Switzerland, Germany, Israel, France and Italy. Mettoy, who have for the past few years won the National Association of Toy Retailers' award for the 'Range with the Highest Standard', export to more than 100 countries. There has been a particularly good export response to its new and improved quality lines.

So by and large, as both attendance and business seem to be well up on last year, the organizers are looking forward to the results of a really bumper fair.

The 17th Brighton Toy Fair ended on February 5, and was organized by British Toy Fairs (International) Ltd. for the British Toy Manufacturers Association.

New town shows its paces

AN INDUSTRIAL and trades exhibition will be held at Hemel Hempstead, Herts, from April 28 to May 2 to show the wide-ranging industrial development of the new town and to publicise the current and potential success of local manufacturing companies in home and export markets.

Known as Hemex '70, the exhibition will be opened by Sir Bertram Waring, president, Joseph Lucas, and attended by trade representatives from Denmark, India, the Netherlands, Sweden and the USSR. Local exhibitors include Addressograph-Multigraph Ltd., Atlas Copco Ltd., John Dickinson & Co. Ltd., Kodak Ltd. and Rotax Ltd., and the event will be supported by the British National Export Council and the Ministry of Technology.

Brighton's bumper Toy Fair

IT IS NO suprise to see and hear visitors from all over the world on the attractive stands at the Brighton Toy Fair, but there can be few international exhibitions where trade buyers from Brazil, Sweden, Germany, Holland and even the United Kingdom are all conducting business at the same time on the same stand. This was the case on the Lone Star Products stand when the *Journal* representative visited it on the second day of the fair, and the same story was repeated throughout the exhibition. Mr. E. A. Burks, joint managing director,

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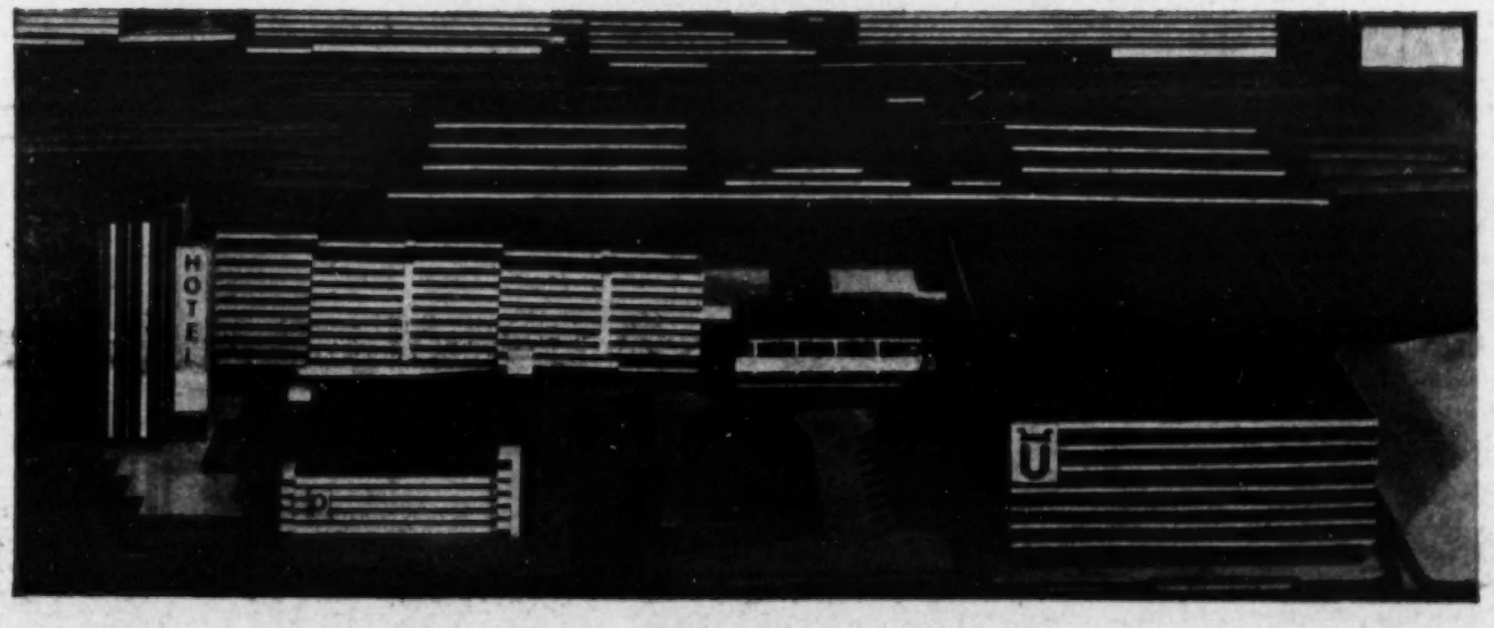

British lighting in Scandinavia

By T. H. Abraham, Consul (Commercial), British Consulate-General, Gothenburg

The British joint venture exhibit at the Scandinavian Lighting Fair in Gothenburg attracted visitors not only from Scandinavian countries but from most of the continental countries.

THE SCANDINAVIAN and Finnish lighting industries have a wide and well-deserved reputation for design and production of lamps and fittings. This has made the Scandinavian Lighting Fair, held for the seventh year in succession, one of the recognized world centres for exhibiting and selling domestic and technical lighting. The Gothenburg show following closely on the Paris and London lighting events has enabled overseas buyers to make a European tour concluding in Sweden. Hence inquiries and trial orders have been received from such far away places as north and South America, the Caribbean, the Middle East and Japan.

Six British exhibitors, very ably assisted by Mr. A. A. Bullen of the Lighting Industry Federation, mounted a joint venture exhibit sponsored by the Board of Trade at the fair which was held from January 21-25. The results were most encouraging and the British equipment more than held its own in the centre of the sophisticated and design-conscious exhibition. The stands looked most attractive and they were in good positions, three of them amongst the technical exhibits and three in the domestic section of the fair. Everyone agreed that the effort of participating had been most rewarding. Many new contacts were made during the five days, not only with the four Nordic countries, but also with most of the Continental countries. The presence of important buyers from the German multiple stores was particularly noticeable and some British firms are going home with trial orders which may result in business worth tens of thousands of pounds. It was quite obvious that the British representatives and their agents had done their homework well before coming out. Prices were generally found to be quite competitive and quality good. One of the exhibitors commented upon the importance 'of getting our people to go abroad if they want to export successfully.'

One of the major problems in the past in selling to Scandinavian markets has been the electrical safety specifications. Each country has its own standards and it is still necessary to submit all electrical devices directly connected to the mains for inspection and approval in each of the four countries, but international specifications are rapidly becoming standard. It is hoped that this will soon reduce formalities to a minimum. The long Scandinavian winters are dark and require much electric light, both inside and outside. In the northern parts of Norway, Sweden and Finland even the days can be dark and necessitate the use of lights almost round the clock. Large sums of money are spent each year by Scandinavian municipalities, factories, etc., on modern lighting of a high standard. There are therefore markets which should not be neglected.

The fair was not open to the public. There were about 10,000 visitors, about 70 per cent of whom were buyers and consultants, the remainder interior designers and architects, technical students and industrial experts. There were over 200 exhibitors and the exhibition area covered some 60,000 sq. ft. Bookings have already been made for next year's event by a group of large Swedish and foreign technical lighting companies who, for some reason, had decided not to participate this year.

Mr. Ron Yarborough, chief sales executive of Riveting Systems Ltd., Todmorden, Yorkshire, manufacturers of the King Klik range of hand riveting tools, who will launch a marketing drive in Canada, starting at the Canadian Hardware Fair, Coliseum, Toronto (February 9-12), for the tools which will be sold under the brand name Iron Duke. Riveting Systems Ltd. have a sales target of $250,000, and are exhibiting at Toronto as part of a joint venture organized by the Board of Trade.

Export interest at 1970 Lightshow

FINAL total attendance at the 1970 Domestic and Decorative Lightshow (January 19 to 23) was 6,924. This, say the organizers, represents an increase of nearly 27 per cent over the previous highest visitor-attendance figure for the exhibition (5,448 in January 1968).

Business was maintained at a steady rate throughout the exhibition.

An unusual – though highly welcome – aspect of the 1970 Lightshow was foreign visitor attendance including buyers from 27 countries. Many exhibitors commented on the surprisingly large volume of export business done.

The next Domestic and Decorative Lightshow is provisionally scheduled for January 11 to 14, 1971. In 1971 it is to be held in The Grand Hall, Olympia and will be accompanied by the commercial and industrial Lightshow – the latter being a biennial event.

British carpets promoted at Canadian exhibition

REPRESENTATIVES from Lancaster Carpets, John Lyle, Chlidema and Bond Worth, have spent a week, in company with their Canadian agents exhibiting the Canadian Floorcoverings Market, held in Toronto from January 12-17.

The group, sponsored by the British Carpets Export Promotion Council under the Board of Trade's joint venture scheme, was accompanied by Mr. Jack Carter, the Carpet Federation's secretary.

This was the sixth such joint venture which the Carpet Council has sponsored in Toronto since 1967, the year of Toronto's British Week.

In 1967, the United Kingdom exported to Canada carpets worth $4,731,000. In 1968, this figure increased by 36 per cent, and last year – with the December figures still to come – looks like being a further 21 or 22 per cent up again.

It is suggested that floorcovering manufacturers who expect their products to sell in the contract market should give serious consideration to the National Interior Design Show in Toronto early in November (not June as earlier announced).

Here, too, the Carpet Council sponsor a Board of Trade joint venture each year, and have done so for the past three years.

As this show is held in a much larger building than the floorcoverings show, space is more easily obtained for a joint venture.

Manufacturers interested should contact either Mr. Geoffrey Davidson at the British Carpets Export Promotion Council, Dorland House, 14-16 Lower Regent Street, London, S.W.1 (Tel. 01-930 8711), or the Trade Promotions Branch of the Board of Trade, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Target California: joint venture travel assistance

UNTIL FURTHER notice, United Kingdom firms taking part in forthcoming trade fairs supported by the Board of Trade under its joint venture scheme and forming part of the Trade Drive in California will be eligible for increased assistance towards the cost of travel. Under this arrangement the Board will reimburse up to 75 per cent of the return tourist air fare of two representatives of each firm participating in a joint venture, each of whom mans the stand for the duration of the event.

Further inquiries should be made to the Board of Trade, Trade Promotions Branch, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7240).

Good results reported at Detroit Automotive Engineering Exhibition

A report from the British Consulate-General, Detroit

THIS YEAR, at the Automotive Engineering Exhibition held in Detroit as part of the Society of Automotive Engineers' Annual Congress and Convention, over two acres of exhibits from almost 200 manufacturers drew a record number of 29,000 engineers, scientists and automotive manufacturing executives.

Participating for the first time, under the joint sponsorship of the Society of Motor Manufacturers and Traders and the Board of Trade, seven British specialist firms in the automotive OEM field were unanimous in their opinion that the SAE event is the most important show of its kind in the world.

Visitors to this exhibition come from all parts of the world and Mr. W. Ansorge, managing director of Intereurope Export Publications Ltd., said that 40 per cent of the visitors to his company's exhibit were from countries outside North America. Interest was particularly strong in the services offered by this company's microfilm division, and orders for several field tests were taken at the show.

'The list of visitors to our stand is virtually a "Who's Who" of the United States automotive industry.' This was the succinct summary of Mr. Keith H. Douglas, marketing director of GKN Castings Ltd., whose alloy wheels attracted a lot of interest. This company, which played a significant role in the development of the late Sir Malcolm Campbell's 'Bluebird', was asked to quote on wheels for the 'Olympian', a new United States challenger for the world land speed record.

'By the end of the second day we had been visited by everybody we had hoped to see here.' This comment by Mr. A. N. Harley, marketing manager of Brico Engineering Ltd., did not mean any slackening of interest in that company's exhibits which included an electronic fuel injection system, but rather was indicative of the thorough preparation made by all seven British participants prior to the show. They had all 'done their homework'.

There was a steady stream of visitors to the stand of Laystall Engineering Ltd. whose exhibits included cylinder liners and crankshafts. Exceptional interest was shown throughout the week in an exhibit of examples of the application of this company's friction welding process to automobile manufacturing. There were a number of 'repeat visitors' who returned to this exhibit with a fellow-engineer or executive in tow.

The Tecalemit 'Airdromic' mileage-controlled lubrication system for commercial and public service vehicles attracted numerous inquiries at the Detroit Automotive Engineering Exhibition. On the right of the picture, Mr. E. I. R. MacGregor discusses the 'Airdromic' pump with Mr. C. E. Higham, Tecalemit sales manager.

Tecalemit (Engineering) Ltd. exhibited a superbly-sectioned 'Airdromic' mileage-controlled lubrication system for commercial and public service vehicles which attracted much interest. A large number of inquiries was received from truck fleet operators and before the conclusion of the show a distributor had been appointed in Illinois.

Hepworth and Grandage Ltd. enjoyed the interest of major United States engine builders in their new oil control piston rings. As a result of their participation in the show, this company foresees a substantial increase in exports, and on the final day their Mr. G. Beckwith reported having received requests for quotations of piston ring castings and finished piston rings totalling over half a million dollars.

Aeon Products Ltd. who exhibited their hollow rubber suspension units were very pleased with the reaction of visitors to their stand. Mr. E. D. Gutwein, managing director, who delivered a paper at the SAE Congress a year ago on his company's product line, said that sales in excess of $100,000 are anticipated during the coming year for the application of his company's system to trunk-haulage commercial vehicles.

'Unqualified success' at Los Angeles motor cycle show

by B. V. Bull, British Consulate-General, Los Angeles

THE OPENING salvos in the 1970 British Trade Drive on California were fired between January 25 and 27 when eight of Britain's leading motor cycle and accessory manufacturers displayed their products with significant success at the annual Motor Cycle and Accessory Trade Show, Anaheim, near Los Angeles. Participation was organized jointly by the British Cycle and Motor Cycle Association Ltd. and the Board of Trade.

The British firms taking part in the joint venture were no strangers to the Californian scene, the majority having exhibited at one time or another at numerous shows throughout the United States. Despite their familiarity with the market, however, and the fact that they continue to earn more than $6 million dollars annually from direct exports to Southern California, all agreed that it was extremely important to continue to participate in shows of this kind. As one representative explained – 'It not only affords an opportunity to discuss the market requirements with our appointed dealers and to vet new applicants, but it also provides an opportunity to study at first hand the machines being marketed by both domestic and foreign manufacturers.'

The importance of the Californian market to the British motor cycle industry can be illustrated by the fact that out of a total of just over two million motor cycle registrations in the United States during 1968, nearly 20 per cent were registered in the State of California. Furthermore, with one of the highest per capita incomes in the world and where nearly 50 per cent of the population are under 25 years of age, it is likely to continue to offer the British motor cycle industry a lucrative and ever-expanding market.

It is also gratifying to report that there was unanimous agreement by all who visited the exhibit that the British had made a very good showing and it was notable that the joint venture stand attracted a large number of visitors throughout the three-day show. In view of the strong competition (which included Suzuki, Yamaha and Kawasaki of Japan) it is all the more creditable that our exhibitors reported satisfactory business and are eager to return again next year.

Norton made a considerable impact with their 750 cc 'Commando' all-purpose street scrambler, whilst AJS were well satisfied with the business they achieved with the 250 cc and their new 370 cc version of their 'Stormer' moto-cross machines. Other sales successes were scored by Triumph and BSA, the former displaying their 750 cc 'Trident' along with a range of medium and light-weight machines, whilst BSA showed to good advantage their 750 cc 'Rocket 3' motor cycle and six other models. The Rickman 750 cc road racer also attracted considerable interest, whilst Greeves who displayed their renowned 380 cc 'Griffon' moto-cross machines, reported excellent business. Further sales successes were achieved by Mobyke Ltd. and Lucas, the former taking some sizeable orders for motor cycle accessories, whilst Lucas, who displayed a wide range of motor cycle electrical equipment, registered equal success.

The conclusions reached by the British contingent were summarized by the director of Britain's Cycle and Motor Cycle Association, Mr. Edward Wilson, who was responsible for the organization and administration of the British venture in Los Angeles. He spoke with fervour and conviction when he said: 'Once again a British combined exhibit has achieved encouraging results, confirming our continued belief that the British motor cycle industry with its reputation for quality and performance can more than hold its own against all-comers.'

British food and drink promotion opened in West Berlin

Crowds flocked to the store promotion set up by Bantam Super GmbH at the International Green Week Exhibition in West Berlin. On the first day, well over 15,000 people visited the store, and British goods to the value of £2,765 were sold.

ACCORDING TO a report from the British Consulate-General in Berlin, a turnover in the region of £100,000 is expected during the 10 day promotions of British foodstuffs and beverages in West Berlin staged by the Bantam Super GmbH Group, which opened on January 30. While 10 regular stores of this Group are offering a selection of British products, the promotions centre on a self-service store that has been constructed for the sale of British goods only during the period of the International Green Week agricultural and foodstuffs exhibition. The products of 86 British companies will be on sale at this supermarket, which has 300 metres of shelving. They will include many well-established products such as tea, jams, biscuits, sweets, and a large selection of Scotch whiskies.

The British supermarket, together with a Guinness bar, was mounted for the first time at the 1969 Green Week exhibition and has become the recognized unofficial British exhibit, staged as a result of the enthusiasm of German importers and agents. In 1969 50 British firms were represented and a turnover of £13,492 was realized. The Guinness bar found itself in danger of supply difficulties owing to the huge demand for its beer.

All German importers and agents handling British foods and beverages were invited to participate in the 1970 British supermarket. Expectations of a 20 per cent increase from 50 to 60 British manufacturers were agreeably shattered as applications for space topped the 80 mark. The maximum number that could be accommodated in the available space was soon reached and further applications from or on behalf of British firms had to be refused.

The organizers hired a London double-decker bus to run a free service between the 10 stores and the special centre in the exhibition and a further attraction has been provided by a free competition offering as first prize a holiday for two in London. So overwhelming has been the demand for entry-forms that the initial order of 75,000 may well prove inadequate.

Present indications are that the turnover on the British supermarket alone will top £25,000 this year, and it can be assumed that the 10 regular stores who are also taking part will realize a turnover of at least £75,000 for their British goods. In 1969, one leading store, not particularly involved in the promotion, found that its sales for British foods and beverages had reached the record figure of over £20,000 during the Green Week – a clear indication that the effect of this promotion on the local market should not be measured by its apparent size.

'Hot Drinks,' says this GKN Sankey vending machine, produced in French livery in order to promote exports, when it was shown on the Sankey stand at Hotelympia in January. Mlle. Renee-Clare Argence, attired in national costume to enhance the effect, is seen here with Mr. Harold V. Floerke (centre), vice-president Europe, Vendo International SA, and Mr. Willy Roelans, managing director, Vendo Benelux and joint marketing director, Vendo International Europe. GKN report that Hotelympia 70 was the most successful they have supported since they entered the automatic vending machine industry. Export inquiries were received from many European countries and others as far afield as Australia, India and Venezuela. The company's exports during 1969 were over double those for the previous year.

British footwear success in Tokyo

ORDERS worth £41,000 are expected as a result of a four-day British Footwear Manufacturers Federation samples display at the New Otani Hotel, Tokyo, reports BNEC Asia.

The show, which took place during a BNEC sponsored mission to Japan from January 23 to 31, was staged as a follow-up to British Week Tokyo by seven companies. Firm orders totalled £30,000.

A spokesman said the success of the mission confirmed that the excellent results last year had provided a firm base for further penetration of the market. Two companies, both new to the market, arranged local representation before their departure.

The mission leader was Mr. B. E. Wallis, overseas manager of the Federation.

The London look for children in New York

ONCE AGAIN the McAlpin Hotel in New York was the setting for the fifth consecutive showing by members of the National Children's Wear Association of British-made fall fashions for the young and youngest set.

Ths display, from January 4 to 12, was organized under joint venture arrangements with the Board of Trade and was timed to coincide with the Metropolitan Juvenile Spring Market Week.

According to Mr. James Law, director of the NCWA, between 500-600 buyers visited the exhibition and represented stores from California to New York and the New England States to Florida.

A special showing for the press was held on January 5 when live child models, ranging from two to 15 years of age, showed dresses, sportswear, trouser suits, furs and fun hats for the autumn of 1970.

The furs, which were shown for the first time last year, and in particular a boy's beaver lamb coat with a long roll collar, again aroused a good deal of interest.

Classic, beautifully-made coats for girls in British tweeds and woollens were again an important feature of the collections, and the often neglected pre-teen group was specially catered for with dresses, maxi kilts, coats and capes and pant suits from several manufacturers.

Boys' fashions were equally important and the finely tailored blazers, slacks and a high-styled Norfolk and Edwardian jacket were particularly admired.

Nursery toys and accessories were shown for the first time by one exhibitor and attracted much interest.

Sales results for the show will not be known for some time since a considerable number of orders will be confirmed later in London. However, it appeared that in spite of a somewhat depressed retail market, most exhibitors were able to maintain and in some cases surpass their orders for previous years.

BUYING BRITISH FOR SCANDINAVIA

Selecting Wedgwood designs for a special British exhibition to be held in the store of Stockmann's, Helsinki, Finland, in March, is Mr. H. Buquet (left), Stockmann's china buyer. He is pictured at the Barlaston factory with Mr. D. Hawley (right), export sales manager of Wedgwood, and Mr. D. Lewis of Richman Symes, London. This exhibition is preparatory to the British promotion to be held in Finland in September.

Pictured (left to right) on the Birmid Qualcast (Home and Garden Equipment) Ltd., stand at the recent Hardware Trades Fair, inspecting the Suffolk 16 export side wheel power mower are members of a new Scandinavian consortium, Jernia Nordiska, responsible for the group buying operation of more than 1,700 Scandinavian hardware retail outlets; Mr. Rune Sandberg, Qualcast's Swedish agent; Mr. Per Stokke, Jernia Norway; Mr. Eric Pollicott, sales director, Qualcast (Lawn Mowers) Ltd.; Mr. Sven Arvidsson, managing director of Jernia Nordiska; Mr. Berndt Blom, Jarnia Sweden; Mr. Eric Hallgren, Engros AB Ferro, Sweden; and Mr. Brian Stanley, export sales manager, Qualcast.

MRS. DUNWOODY AT BLACKPOOL GIFTS FAIR

Mrs. Gwyneth Dunwoody is presented with 'Fair Lady,' a Royal Doulton figurine, by Mr. Sam Jerrett, director of the British pottery Manufacturers Federation, at the 21st International Gifts Fair, Blackpool. The presentation took place on the Webb Corbett stand in the Golden Mile Centre on Monday, February 2. (Report of Mrs. Dunwoody's opening speech on page 386.)

CARPETS ON SHOW IN CANADA

Discussing the Canadian Floorcoverings Market Exhibition are Mr. Adrian Johnson of the Chlidema Carpet Co. Ltd., of Kidderminster, Mr. Bernard Lewis, Western Ontario, and Mr. R. McC, Samples, head of the British Government Office, Ontario.

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BDH Chemicals Ltd.'s regional marketing manager Mr. P. Flanagan and Mr. J. Akl, the area supervisor, manned the company's stand at the UAR Pharmaceuticals and Laboratory Equipment Exhibition, Cairo. Of the 20 exhibitors, BDH Chemicals Ltd., was the sole laboratory chemical supplier represented. The exhibition coincided with the Conference of Pharmaceutical Sciences, organized by the Pharmaceutical Society of Egypt. The photograph shows Mr. Flanagan (centre), explaining some of the BDH range of biochemicals and stains to (right) Mr. Abdu Sallam, UAR Minister of Health, who opened the conference.

When the eight members of the second course for trainee store buyers from Europe, organized by BNEC Export Council for Europe and the College for the Distributive Trades, visited Simpsons store in Piccadilly, they were introduced to Miss London Stores Penny Webster. These students come from six different countries, Belgium, Finland, France, Netherlands, Norway and Switzerland.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.

Riveting Systems at Cologne

COLLABORATING WITH the Board of Trade in a joint venture scheme, Riveting Systems Ltd., of Todmorden, Lancashire, will be exhibiting its King Klink range of hand riveting tools for the second year in succession during the International Household Goods and Hardware Faire in Cologne from February 15-18.

With its products increasingly in demand, the company's sales executives manning the stand will also be looking out for agents and distributors in Germany, France, Spain and Italy. A spokesman says: 'We have already established ourselves in a number of European countries – particularly Scandinavia and of course in North America. Now we are in a position to appoint agents and distributors in other countries. We are looking for the major agents and distributors – people who are big enough to handle a product with a tremendous sales growth potential.'

Riveting Systems regards the International Household Goods and Hardware Fair as an important 'shop window'. The company reports that following last year's fair there has been a good supply of orders.

A considerable development in the packaging and presentation of products with copy in several European languages will be evident at the Riveting Systems' stand following intensive continental market research by the company.

First United States showing of Optimec Preset machine

OPTICAL MECHANICAL (INSTRUMENTS) LIMITED, Egham, in conjunction with Ken Yarker Limited, as part of a joint venture organized with the Board of Trade, will be demonstrating their Optimec Preset machine at the April ASTME show in Detroit.

Ken Yarker Limited, with 50 per cent more space than it had at last year's Chicago ASTME show, will also be showing and demonstrating equipment of six other British companies, namely: L. and T. I. Brock Limited, Coventry (Tangi-Flow roller box tools); Thos. Chatwin and Son Ltd., Birmingham (Polygon tool boxes); Henry Beakbane (Fortox) Ltd., Kidderminster (Fortox way covers); Ratcliffe Engineering Co. Ltd., Old Colwyn (Magnetic sine tables); Saunderson and Costin Ltd., Newbury (Hardress milling fixtures); Lester Brown Machine Tools Ltd., Coventry (Masterlap tool grinder).

Amplification equipment at Frankfurt

A NUMBER OF firms will be collaborating with the Board of Trade in sponsoring joint ventures at the Frankfurt Trade Fair (AMII Section), February 22 to 26. Among them will be Boosey and Hawkes, who recently acquired the world distribution rights of Laney high quality amplification equipment.

These precision British-built units comprise lead, bass, organ, public-address speaker and amplifiers, and are capable of from 50 to 200 watts peak power output through 12 in. and 18 in. heavy duty Goodman speakers, and are available singly or in combinations or 'rigs' of amplifiers and speaker cabinets.

Some of the countries to which Boosey and Hawkes export Laney amplification equipment are: Malta, South Africa, Denmark, Norway, Sweden, Finland, Holland, Belgium, France, Portugal, Canary Islands, Hungary, Switzerland, Eire, Nigeria and Thailand.

Prince-Smith success at Greenville

PRINCE-SMITH AND STELLS LTD. – a Stone-Platt company – has obtained an order for textile machinery from Westport Industries Inc., United States, valued at £600,000 ($1.45 million).

The order was placed by Mr. H. Suttenfield, president of Westport Industries, at the recent Greenville Exhibition, where the company took part in a joint venture sponsored by the Board of Trade and the British Textile Machinery Organization. The company has been formed to produce synthetic carpet yarn for the expanding United States market and new buildings at Allandale, South Carolina, will be equipped with a complete plant to manufacture carpet yarn on the Heavy Roving Semi-Worsted system at an output of 1,225 lb./hour to meet a weekly production target of 174,000 lb.

The complete Heavy Roving system, which includes cards, gills, drawboxes and spinners, achieves a 30 per cent saving in space costs alone compared with other semi-worsted systems and this was one of the major reasons for its selection by Westport Industries. The system also permits standardization in roving stocks and, therefore, provides further considerable savings in space and stock investment.

This new contract, following on a recent £170,000 purchase of woollen spinning frames by Riverside Mills, United States, is further proof of the success of the Prince-Smith sales campaign in the United States, managed by Mr. R. Brook, who left Keighley recently to become the company's resident representative in America.

Rotaprint in the Israeli market

ROTAPRINT LTD. played a successful part in the recent British Engineering and Scientific Exhibition held in Tel Aviv, December 9-16, as part of a joint venture sponsored by the Board of Trade and the London Chamber of Commerce. The company's export sales director, Mr. M. H. C. Such, on his return reported successful sales and strong interest for Rotaprint's small offset litho machines in Israel.

The exhibition, opened by Lord Brown, Minister of State, Board of Trade, was the largest trade promotion ever organized by Britain in Israel.

Rotaprint's distributors, Zilumatic of Haifa, were appointed in June 1968, and participation in the exhibition was a 'follow-up' effort to demonstrate to Israel the capabilities of Rotaprint machines. Two models were exhibited and in constant use during the show.

Clarke's success at 1970 Light Show

CLARKE (ELECTRICAL) CO. LTD. and their associate company – H. H. Electrical – report that during the recent Light Show at Olympia (January 19 to 23) inquiries came from Mombasa, Nairobi and Hong Kong, as well as a large order for various light fittings from Malta.

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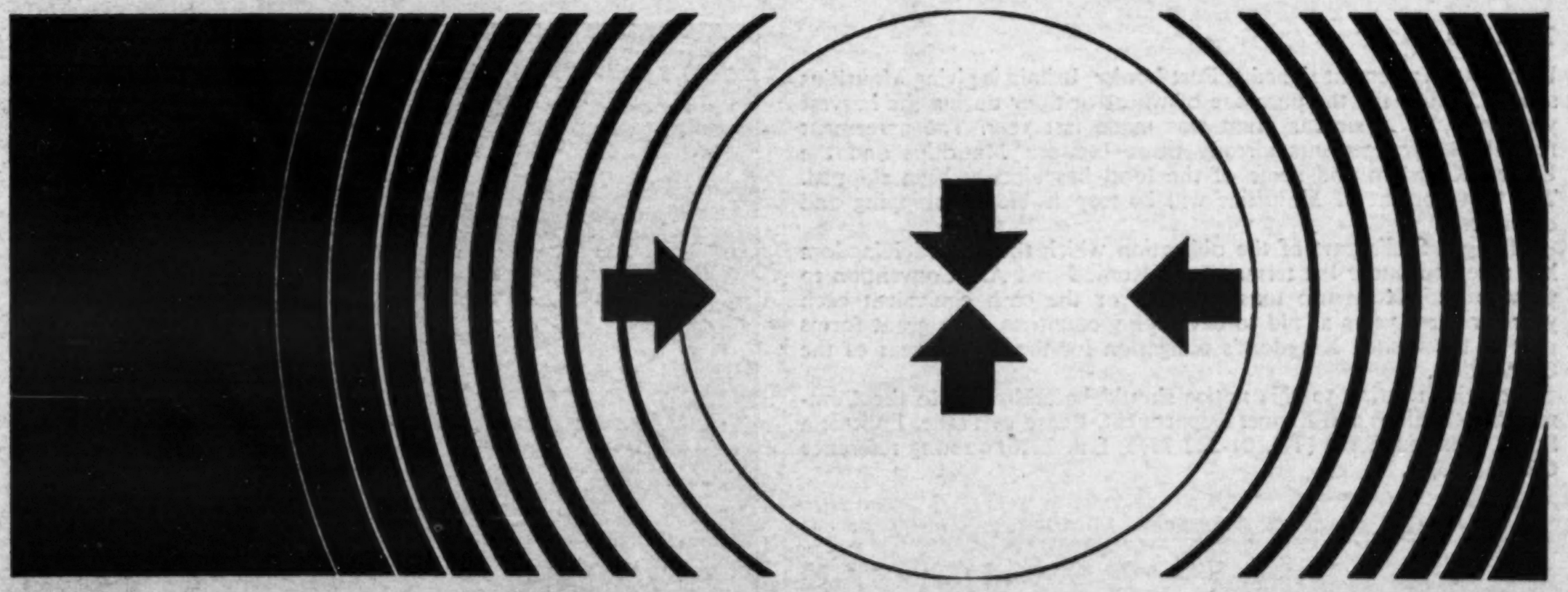

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Tonga

BRITAIN has provided a further grant of £112,382 for a new hospital at Vaiola in Tongatapu, the largest island in the Kingdom of Tonga. The new hospital will replace the present one which is badly dilapidated and which cannot effectively meet the needs of the Tongan health service. The total estimated cost of building is £384,477. The total British contribution of about 80 per cent will be made by grants from Colonial Development and Welfare funds. The remainder will be found by the Tongans.

In addition to the cost of the buildings, the total estimated cost of furnishings and equipment is £67,677. About £60,910 of this will also be met from a CD & W grant. The cost of the remainder of the furnishings and equipment will be met from local funds and by a small grant from UNICEF.

The floor area of the hospital will be 93,140 sq. ft. and part of its construction will be of reinforced concrete on a light steel framework. The hospital is being built by local contractors and it is hoped that it will be completed later this year.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2322), quoting Ref. CRE 19692/G.

Mauritius

UNDER AN Agreement signed at Port Louise, Britain is giving Mauritius some £500,000 for the purchase of wheat or flour during the harvest year 1969/70. A similar grant was made last year. The agreement formalizes arrangements already made between Mauritius and the United Kingdom and some of the food has already been shipped. The Government of Mauritius will be responsible for shipping and other costs.

This gift fulfils part of the obligation which the United Kingdom has accepted under the terms of the Rome Food Aid Convention to provide 225,000 metric tons of grain or the cash equivalent each year for three years as aid to developing countries. This grant forms part of the United Kingdom's obligation for the second year of the Convention.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W1 (Tel. 01-222 7877, Ext. 2226) quoting reference CRE/18345/G.

France and Indonesia

A NEW Financial Protocol was signed in Paris on October 14, 1969, between France and Indonesia. The total amount of French credit involved, partly in the form of loans from the French Treasury, will be in the region of Fr 74 million, intended to finance the purchasing of French goods and services. The time limit for the awarding of contracts will be December 31, 1970.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

France and Poland

THE FRENCH *Moniteur du Commerce International* of January 8 announced that a long-term Trade and Economic Agreement was signed in Paris on December 23, 1969 between France and Poland, covering the period January 1, 1970 to December 31, 1974. At the same time a protocol was signed regulating trade between the two countries during 1970.

The agreement provides for wide range co-operation, particularly in the fields of industry, agriculture, building and transport and also covers patents, licences, technology and the applied sciences.

Under the protocol the French exports to Poland will include plant and industrial equipment, iron and steel products, mechanical, electrical and aeronautical materials including refrigerating equipment for the chemical industry, chemical and agricultural products, while Polish exports to France will include coal, horses for slaughter, agricultural products, plant and machinery, machine tools, chemical products, fabrics and clothing.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Leonard thermostatic shower units being prepared for export to Finland at the factory of Walker Crosweller & Co. Ltd. These form part of orders for more than 1,400 units to be installed on three new cruise liners being built near Helsinki. Walker Crosweller & Co. Ltd. won the orders against fierce competition from continental manufacturers, and it is claimed that the liners on which the shower units are to be installed will be among the most luxurious afloat.

France and Hungary

THE FRENCH *Moniteur du Commerce International* of January 12, announced that a long-term Trade and Economic Agreement was signed in Paris on January 5, 1970 between France and Hungary covering the period January 1, 1970 to December 31, 1974.

At the same time a Protocol was signed regulating trade between the two countries during 1970.

The list of goods to be imported into France includes live animals, agricultural products, tobacco, machine tools, cotton fabrics, garments and knitted goods, chemical products and mechanical and electrical equipment, while French exports to Hungary include agricultural products, industrial installations and equipment, chemical products, artificial and plastic materials, pharmaceutical and rubber products, skins, leather, wood and paper, textiles and semi-processed goods for the textile industry, iron and steel and non-ferrous metals.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the French text and quota lists may be seen.

Algeria and Morocco

THE MOROCCAN *Bulletin Officiel* of December 17, 1969, announced the signature in Algiers of an additional protocol to the trade and tariffs agreement of 1964 between Algeria and Morocco (for previous notification see *Board of Trade Journal* of May 30, 1969). All goods listed in the agreement are to be admitted free of duty; some are subject to quota.

Details of these goods can be obtained from Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475), to whom all inquiries should be addressed.

Japan and Mexico

HM EMBASSY in Mexico City has reported the ratification of a new commercial treaty between Mexico and Japan on December 18, 1969. The treaty includes a provision for most favoured nation treatment to be applied in trade between the two countries. Since Mexico is not a signatory of the GATT, this amounts to the application of GATT tariff rates to Mexican goods.

The treaty came into effect on January 18, 1970 and will remain effective for three years. No further details about this commercial treaty are available.

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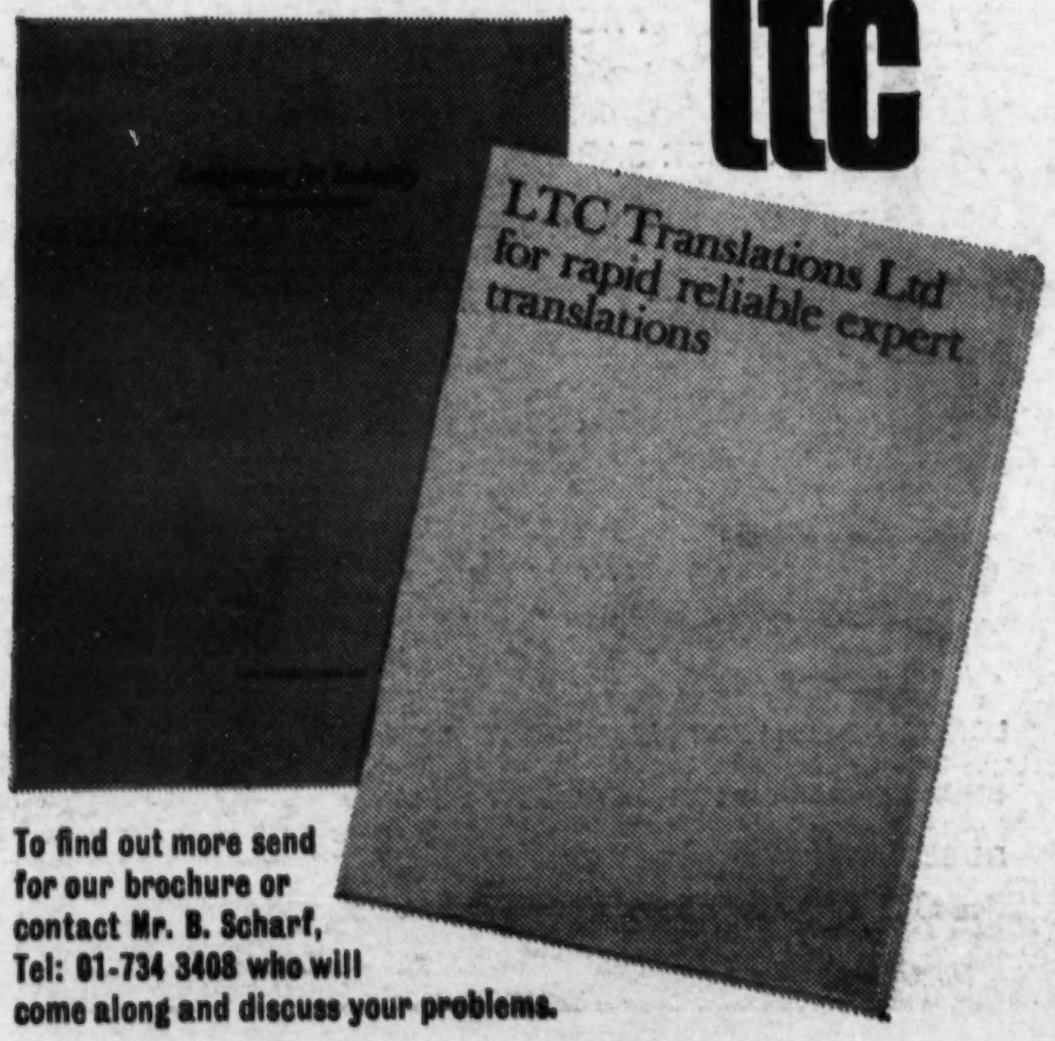

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 22/70
ALGERIAN RADIO AND TELEVISION AUTHORITY:
Vehicles. May 15. E.S.B. 51628/70/J and 51629/70/J.

Bulletin 24/70
Television Pylons. February 28. E.S.B. 51697/70/J.

ANGOLA

Bulletin 24/70
DIRECCAO PROVINCIAL DOS SERVICOS HIDRAULICOS:
(In Portuguese.) Electro-Mechanical Equipment. March 23. E.S.B. 51701/70/J.

Bulletin 25/70
MUNICIPALITY OF LOBITO:
Water Pipeline. February 25. E.S.B. 51656/70/J.

ARGENTINA

Bulletin 20/70
AGUA Y ENERGIA ELECTRICA:
Telecommunication System. (Further Information.) E.S.B. 50716/70/J.

Bulletin 21/70
SERVICIOS ELECTRICO DEL GRAN BUENOS AIRES:
Resistor Arresters. March 11. E.S.B. 51383/70/J.
***27-Telephone Cable Protection Elements. March 11. E.S.B. 51382/70/J.**

Bulletin 22/70
OBRAS SANITARIAS DE LA NACION:
Construction of Reservoir. April 24. E.S.B. 51595/70/J.
Construction of Water Intake Tower and Tunnel Sections. March 24. E.S.B. 51594/70/J.

Bulletin 23/70
COMPANIA ITALO ARGENTINA DE ELECTRICIDAD SA:
***42s. Transformers. (Further Information.) E.S.B. 51293/70/J.**
EMPRESA PROVINCIAL DE ENERGIA DE CORDOBA:
Generators. June 25. E.S.B. 51635/70/J.
INSTITUTO DE DESARROLLO DE VALLE INTERIOR:
Construction of Bridge. March 12. E.S.B. 51636/70/J.
FERROCARRIL GENERAL SAN MARTIN:
Locomotives Electrical Spare Parts. February 23. E.S.B. 51637/70/J.
Signalling Equipment. February 23. E.S.B. 51638/70/J.
COMISION NACIONAL DE ENERGIA ATOMICA:
Microwave Intercommunication Sets. March 6. E.S.B. 51673/70/J.

Bulletin 24/70
COMPANIA ITALO ARGENTINA DE ELECTRICIDAD SA:
***52s. Transformers. (Further Information.) E.S.B. 51292/70/J.**

AUSTRALIA

Bulletin 20/70
POSTMASTER-GENERAL DEPARTMENT:
***8s. Gauges. February 24. E.S.B. 51363/70/J.**
IRRIGATION AND WATER SUPPLY COMMISSION:
***89s. Electric Pumps. (Further Information.) E.S.B. 51201/70/J.**

Bulletin 21/70
POSTMASTER-GENERAL DEPARTMENT:
***51s. Radio Telephone Equipment. March 24. E.S.B. 51364/70/J.**
STATE ELECTRICITY COMMISSION OF VICTORIA:
***29s. Switches. March 16. E.S.B. 51366/70/J.**
***22s. Fuses. February 23. E.S.B. 51365/70/J.**
SOUTHERN ELECTRICITY AUTHORITY OF QUEENSLAND:
***26s. Relays. March 3. E.S.B. 51375/70/J.**
BRISBANE CITY COUNCIL:
***50s. Sewerage Machinery and Equipment. (Further Information.) E.S.B. 51290/70/J.**
STATE ELECTRICITY COMMISSION OF VICTORIA:
***90s. Generator Sets and Equipment. (Further Information.) E.S.B. 50992/70/J.**
SYDNEY COUNTY COUNCIL:
***86s. Transformers. April 2. E.S.B. 51450/70/J.**

Bulletin 23/70
QUEENSLAND RAILWAYS:
Railway Wagons. (Further Information.) E.S.B. 50499/70/J.

Bulletin 24/70
NORTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
***77s. Protective Relays. March 11. E.S.B. 51700/70/J.**

BERLIN

Bulletin 22/70
LOCAL AUTHORITY IN BERLIN:
Office Furniture and Equipment; Clothing. February 24. E.S.B. 51456/70/J.

BRAZIL

Bulletin 23/70
CENTRAL ELECTRICA DE FURNAS, SA:
***105s. Substation Equipment. March 12. E.S.B. 51670/70/J.**

Bulletin 24/70
Electrical Apparatus. April 7. (Pre-qualification.) E.S.B. 51698/70/J.

BURMA

Bulletin 21/70
UNION OF BURMA RAILWAY BOARD:
***Tungsten Carbide Tips. February 21. E.S.B. 51377/70/J.**

Bulletin 22/70
***3s. Wire. February 23. E.S.B. 51513/70/J.**
MYANMA EXPORT IMPORT CORPORATION:
***4s. Wrapping Machines and Accessories. February 23. E.S.B. 51498/70/J.**
***7s. Measuring and Cutting Tools. February 25. E.S.B. 51501/70/J.**
***7s. Hand Tools. February 28. E.S.B. 51510/70/J.**
***13s. Cotton Yarn. March 5. E.S.B. 51514/70/J.**
***5s. Workshop Machinery. February 23. E.S.B. 51567/70/J.**
***3s. Electrical Goods. March 6. E.S.B. 51488/70/J.**
***28s. Workshop Equipment. March 31. E.S.B. 51489/70/J.**
PEOPLE'S BAWDWIN INDUSTRY:
***4s. Stocks and Dies. March 31. E.S.B. 51554/70/J.**
***3s. Measuring Instruments. March 31. E.S.B. 51556/70/J.**
***3s. Welding Transformers and Accessories. E.S.B. 51557/70/J.**
***3s. Axes and Hammers. March 31. E.S.B. 51558/70/J.**
***3s. Machine Turning Tools. March 31. E.S.B. 51559/70/J.**

(Continued on next page)

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments'. summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10*s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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OPPORTUNITIES FOR EXPORTERS, *continued*

•3s. Cylinder Boring Machine. March 31. E.S.B. 51561/70/J.
•3s. Testing Device. March 31. E.S.B. 51562/70/J.
•3s. Grinder and Accessories. March 31. E.S.B. 51563/70/J.
•3s. Lathe. March 31. E.S.B. 51568/70/J.
•3s. Calcium Chloride. March 31. E.S.B. 51577/70/J.
•3s. Filter Papers. March 31. E.S.B. 51576/70/J.
•3s. Lathe Machine Cutters. March 31. E.S.B. 51586/70/J.
•3s. Meters. March 31. E.S.B. 51578/70/J.
•3s. Transformers. March 31. E.S.B. 51579/70/J.
•3s. Meters. March 31. E.S.B. 51580/70/J.
•3s. Electric Grinder and Accessories. March 31. E.S.B. 51481/70/J.
•3s. Dividing Head. March 31. E.S.B. 51582/70/J.
•4s. Chemicals. March 31. E.S.B. 51555/70/J.
•3s. Acids and Chemicals. March 31. E.S.B. 51585/70/J.
PEOPLE'S OIL INDUSTRY:
•3s. Crane. April 15. E.S.B. 51540/70/J.
•3s. Galvanized Pipe. April 15. E.S.B. 51565/70/J.
•3s. Photocopying and Developing Machine. March 3. E.S.B. 51538/70/J.
•3s. Pumping Unit. April 15. E.S.B. 51539/70/J.
•3s. Rock Bits. February 26. E.S.B. 51543/70/J.
•3s. Valves. February 28. E.S.B. 51544/70/J.
•3s. Chains. February 27. E.S.B. 51545/70/J.
•3s. Distribution Board; Electric Lighting Fittings. February 28. E.S.B. 51546/70/J.
•3s. Valves. February 26. E.S.B. 51547/70/J.
•4s. Insulation Material; Electrical Material. February 28. E.S.B. 51548/70/J.
•3s. Pump. April 15. E.S.B. 51564/70/J.
•2s. Electric Drills. March 31. E.S.B. 51511/70/J.
•3s. Crane. April 15. E.S.B. 51540/70/J.
•3s. Storage Tank. March 31. E.S.B. 51541/70/J.
•3s. Measuring Line. February 26. E.S.B. 51542/70/J.
•4s. Electrical Materials. February 28. E.S.B. 51550/70/J.
•3s. Air Compressor. April 15. E.S.B. 51566/70/J.
•5s. Nuts, Bolts and Washers. February 27. E.S.B. 51552/70/J.
•4s. Laboratory Apparatus. March 31. E.S.B. 51553/70/J.
•10s. Steel Line Pipe. March 12. E.S.B. 51583/70/J.
•3s. Felt. February 28. E.S.B. 51584/70/J.
STATE TIMBER BOARD:
•3s. Saw Steel. March 9. E.S.B. 51490/70/J.
•3s. Wire Rope. March 9. E.S.B. 51491/70/J.
•3s. File for Chain Saw. March 9. E.S.B. 51492/70/J.
•3s. Belt Fasteners and Belt Lacing. March 9. E.S.B. 51493/70/J.
UNION OF BURMA RAILWAY BOARD:
•Paints and Paint Constituents. February 23. E.S.B. 51642/70/J.
•3s. Hacksaw Blades. February 23. E.S.B. 51643/70/J.
•Paints and Varnish. January 23. E.S.B. 51641/70/J.

CEYLON

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DIVISIONAL TENDER BOARD:
Pump Sets; Chlorinator. March 26. E.S.B. 51313/70/J.
Construction of Water Supply Project. March 26. E.S.B. 51315/70/J.
MINISTRY OF COMMUNICATIONS:
•Rails. April 9. E.S.B. 51311/70/J.

Bulletin 21/70)

CEYLON TYRE CORPORATION:
Vulcanizing Agents, Activators. March 8. E.S.B. 51310/70/J.
Softeners. March 8. E.S.B. 51384/70/J.
GOVERNMENT SUPPLIES DEPARTMENT:
Hurricane Lanterns. March 3. E.S.B. 51312/70/J.
Duplicating Materials. March 3. E.S.B. 51385/70/J.

Bulletin 22/70

TENDER BOARD, DEPARTMENT OF AGRICULTURE:
Station Wagons. February 23. E.S.B. 51620/70/J.
Seed Drills. February 24. E.S.B. 51633/70/J.
Ridgers. February 24. E.S.B. 51632/70/J.
CEYLON TRANSPORT BOARD:
Radio Communications Equipment. March 25. E.S.B. 51626/70/J.

Bulletin 23/70

TENDER BOARD, DEPARTMENT OF AGRICULTURE:
Generators. E.S.B. 51621/70/J.
Projectors. February 24. E.S.B. 51622/70/J.
Tape Recorders. February 24. E.S.B. 51623/70/J.
Slide Projectors. February 24. E.S.B. 51624/70/J.
MINISTRY OF LAND:
•Drainage and Reclamation Machinery and Equipment. April 26. E.S.B. 51619/70/J.
Ploughs. February 24. E.S.B. 51625/70/J.
Cultivators. February 24. E.S.B. 51631/70/J.
Tillers. February 24. E.S.B. 51630/70/J.

CHILE

Bulletin 23/70

DIRECCION DE APROVISIONAMIENTO DEL ESTADO:
•4s. (In Spanish.) X-ray Equipment, Turbines. February 23. E.S.B. 51658/70/J.
EMPRESA NACIONAL DE ELECTRICIDAD, SA:
•(In Spanish.) Ventilation and Air-Conditioning Equipment. April 8. E.S.B. 51661/70/J.

Bulletin 24/70

•66s. Electric Power Connectors. March 17. E.S.B. 51660/70/J.

COLOMBIA

Bulletin 22/70

EMPRESA DE ENERGIA DE BOGOTA:
Steel Poles. March 30. E.S.B. 51487/70/J.

CYPRUS

Bulletin 23/70

ELECTRICITY AUTHORITY OF CYPRUS:
•3s. Substation Equipment. (Further Information.) E.S.B. 51092/70/J.
COMMITTEE OF THE CO-OPERATIVE CENTRAL BANK LTD.:
•3s. Agricultural Chemicals. February 26. E.S.B. 51671/70/J.

DENMARK

Bulletin 22/70

COPENHAGEN BUS CORPORATION:
Buses; Bus Bodies or Bus Chassis. March 2. E.S.B. 51380/70/J.

GREECE

Bulletin 22/70

PUBLIC POWER CORPORATION:
Steel Tubes. February 28. E.S.B. 51646/70/J.
Crane. February 26. E.S.B. 51648/70/J.
Tractor. February 27. E.S.B. 51647/70/J.

HONG KONG

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CENTRAL TENDERS BOARD:
•Television Studio Broadcasting Equipment. Closing date postponed to February 27. (Further Information.) E.S.B. 51938/69/J.
HONG KONG TELEPHONE CO. LTD.:
•3s. Solder. February 25. E.S.B. 51340/70/J.

INDIA

Bulletin 22/70

BEAS PURCHASE ORGANIZATION:
Borehole Extensometers; Lead Cells. April 23. E.S.B. 51452/70/J.
HEAVY ENGINEERING CORPORATION:
•2s. Machine Tools. March 5. E.S.B. 51454/70/J.
RAILWAY BOARD:
Radio Relay System. (Further Information.) E.S.B. 50659/70/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
•28s. Drilling Machines. March 17. E.S.B. 51640/70/J.
•Welding Plant. March 17. E.S.B. 51500/70/J.

Bulletin 25/70

BHABHA ATOMIC RESEARCH CENTRE:
•5s. Electrical Equipment. February 24. E.S.B. 51706/70/J.
•5s. Temperature Recorders. February 24. E.S.B. 51705/70/J and 51704/70/J.
•4s. Temperature Indicator. February 25. E.S.B. 51709/70/J.
•5s. Monochromator. February 25. E.S.B. 51708/70/J.
•5s. Calculating Machine. February 24. E.S.B. 51707/70/J.

IRAQ

Bulletin 22/70

DAIRY ADMINISTRATION:
Crate Conveyors. February 28. E.S.B. 51605/70/J.
Polystyrene Reels. February 26. E.S.B. 51574/70/J.
IRAQI PORTS ADMINISTRATION:
Mercury Lamps. March 25. E.S.B. 51616/70/J.
Ropes. March 25. E.S.B. 51607/70/J.
Fire Hose Pipes. March 25. E.S.B. 51608/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
•Water Supply Scheme. (Further Information.) E.S.B. 53973/70/J.
Construction of Water Supply Scheme. April 4. E.S.B. 51634/70/J.
•99s. Construction of Water Supply Scheme. (Further Information.) E.S.B. 50303/70/J.
Water Supply Scheme. June 20. E.S.B. 51615/70/J.
Construction of Water Supply Scheme. February 24. E.S.B. 51650/70/J.
STATE ORGANIZATION OF INDUSTRY:
•Cardboard and Stiffener Board. February 23. E.S.B. 51516/70/J.
Aluminium Sulphate. February 28. E.S.B. 51601/70/J.
Dyestuffs and Chemicals. March 1. E.S.B. 51655/70/J.
LIGHT INDUSTRIES CO.:
•2s. Refrigerator Manufacturing Machinery, Materials and Refrigerator Parts. March 1. E.S.B. 51517/70/J.
LIGHT INDUSTRIES SHAREHOLDING CO.:
Refrigerators. March 1. E.S.B. 51613/70/J.
DIRECTORATE GENERAL OF RAILWAYS:
•12s. Workshop Machinery. (Further Information.) E.S.B. 50524/70/J.
IRAQI PORTS ADMINISTRATION:
Cable Drum Transport and Trailer. April 1. E.S.B. 51653/70/J.
Radio Transmitters and Receivers. April 1. E.S.B. 51652/70/J.

IRISH REPUBLIC

Bulletin 20/70

MEATH COUNTY COUNCIL:
Water Supply Improvement Scheme. February 27. E.S.B. 51322/70/J.

ITALY

Bulletin 23/70

ASW RESEARCH CENTRE (NATO):
•Desk Computer and Accessories. March 31. E.S.B. 51645/70/J.

IVORY COAST

Bulletin 23/70

PALMIVOIRE (SERVICES DES MARCHES):
Vehicles, Agricultural Equipment, Chemicals, Wire Netting. March 27. E.S.B. 51676/70/J.

JORDAN

Bulletin 20/70

JORDANIAN ARMY HEADQUARTERS:
Petrol Pumps. Closing date not stated. E.S.B. 51350/70/J.

KUWAIT

Bulletin 23/70

KUWAIT UNIVERSITY:
•15s. Chemicals. March 8. E.S.B. 51681/70/J.
•27s. Chemicals. March 9. E.S.B. 51680/70/J.
•23s. Zoological Laboratory Equipment. March 12. E.S.B. 51679/70/J.

Bulletin 24/70

•37s. Laboratory Equipment. March 14. E.S.B. 51678/70/J.
MINISTRY OF ELECTRICITY AND WATER:
•37s. Street Lighting Equipment. March 10. E.S.B. 51684/70/J.
•86s. Water Pipeline. March 10. E.S.B. 51682/70/J.

Bulletin 25/77

•35s. Cables. March 10. E.S.B. 51683/70/J.

MALAYSIA

Bulletin 20/70

TELECOMMUNICATIONS DEPARTMENT HEADQUARTERS:
•24s. Telephone Equipment. February 25. E.S.B. 51316/70/J.

Bulletin 21/70

PUBLIC WORKS DEPARTMENT:
•9s. Diesel Generating Set. February 23. E.S.B. 51356/70/J.

Bulletin 22/70

NATIONAL ELECTRICITY BOARD OF THE STATE OF MALAYA:
•77s. Transformers and Control Equipment. (Further Information.) E.S.B. 50732/70/J.

Bulletin 24/70

PUBLIC WORKS DEPARTMENT:
•Road Making Equipment; Cement. (Further Information.) E.S.B. 51209/70/J.

MALTA

Bulletin 21/70

TREASURY:
•Protein Concentrate. March 5. E.S.B. 51354/70/J.
•Beacon Transmitter. March 5. E.S.B. 51355/70/J.

MEXICO

Bulletin 21/70

COMISION FEDERAL DE ELECTRICIDAD:
•105s. (In Spanish.) Pump. March 3. E.S.B. 51439/70/J.

Bulletin 22/70

•Control Panel. March 6. E.S.B. 51391/70/J.
•Steel Piping. March 4. E.S.B. 51392/70/J.

MOROCCO

Bulletin 22/70

PHARMACIE CENTRALE:
•7s. (In French.) Pharmaceuticals. February 25. E.S.B. 51610/70/J.

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*11s. (In French.) Radiology Materials and Accessories. February 25. E.S.B. 51703/70/J.
*11s. (In French.) Medical Dressings. February 25. E.S.B. 51702/70/J.

NEW ZEALAND
Bulletin 22/70
WAITOMO ELECTRIC POWER BOARD:
*19s. each. Transformers and Switchgear. March 13. E.S.B. 51609/70/J.
Bulletin 24/70
NEW ZEALAND RAILWAYS DEPARTMENT:
Locomotives. Closing date postponed to April 15. (Further Information.) E.S.B. 51067/70/J.
Bulletin 25/70
POST OFFICE HEADQUARTERS:
*36s. Steel Towers. March 12. E.S.B. 51699/70/J.

PAKISTAN
Bulletin 21/70
DIRECTORATE OF SUPPLY:
*11s. Laboratory Equipment. February 28. E.S.B. 51414/70/J.
*10s. Cable; Circuit Breakers. March 16. E.S.B. 51415/70/J.
*10s. Woodworking Tools, Laboratory Equipment. February 28. E.S.B. 51417/70/J.
NATURAL GAS FERTILIZER FACTORY LTD.:
*3s. Copper. February 23. E.S.B. 51418/70/J.
WATER SUPPLY & SEWERAGE AUTHORITY:
*88s. Laboratory Equipment and Supplies. May 1. E.S.B. 51419/70/J.

SAUDI ARABIA
Bulletin 21/70
MINISTRY OF INTERIOR AND MUNICIPAL AFFAIRS:
Vehicles. February 28. E.S.B. 51432/70/J.
MINISTRY OF AGRICULTURE AND WATER:
Radio Spare Parts. March 1. E.S.B. 51430/70/J.
Fuels. March 3. E.S.B. 51431/70/J.
Bulletin 24/70
ARABIAN OIL CO.:
Construction of Laboratory. February 24. E.S.B. 51529/70/J.
MUNICIPALITY OF DAMMAN:
Laboratory for Medical Analysis; Spraying Machines; Insecticides. February 28. E.S.B. 51531/70/J.

SUDAN
Bulletin 20/70
CENTRAL ELECTRICITY AND WATER CORPORATION:
*2s. (Press Notice only.) Pumping Plant. March 31. E.S.B. 51337/70/J.
Bulletin 21/70
*3s. (Press Notice.) Cast Iron Surface Boxes and Covers. March 3. E.S.B. 51334/70/J.
SUDAN RAILWAYS:
*2s. Weighing Machines. March 1. E.S.B. 51336/70/J.

TAIWAN
Bulletin 20/70
CENTRAL TRUST OF CHINA:
*2s. Pipe; Pipe Fittings and Valves. February 23. E.S.B. 51325/70/J.
*3s. Paper. March 23. E.S.B. 51328/70/J.
*5s. Crane. March 23. E.S.B. 51330/70/J.
*3s. Hand Tools. February 23. E.S.B. 51352/70/J.
*2s. Pumps. February 24. E.S.B. 51332/70/J.
*2s. Rice Washing Equipment. February 28. E.S.B. 51335/70/J.
*5s. Backhoe Excavator. March 25. E.S.B. 51329/70/J.
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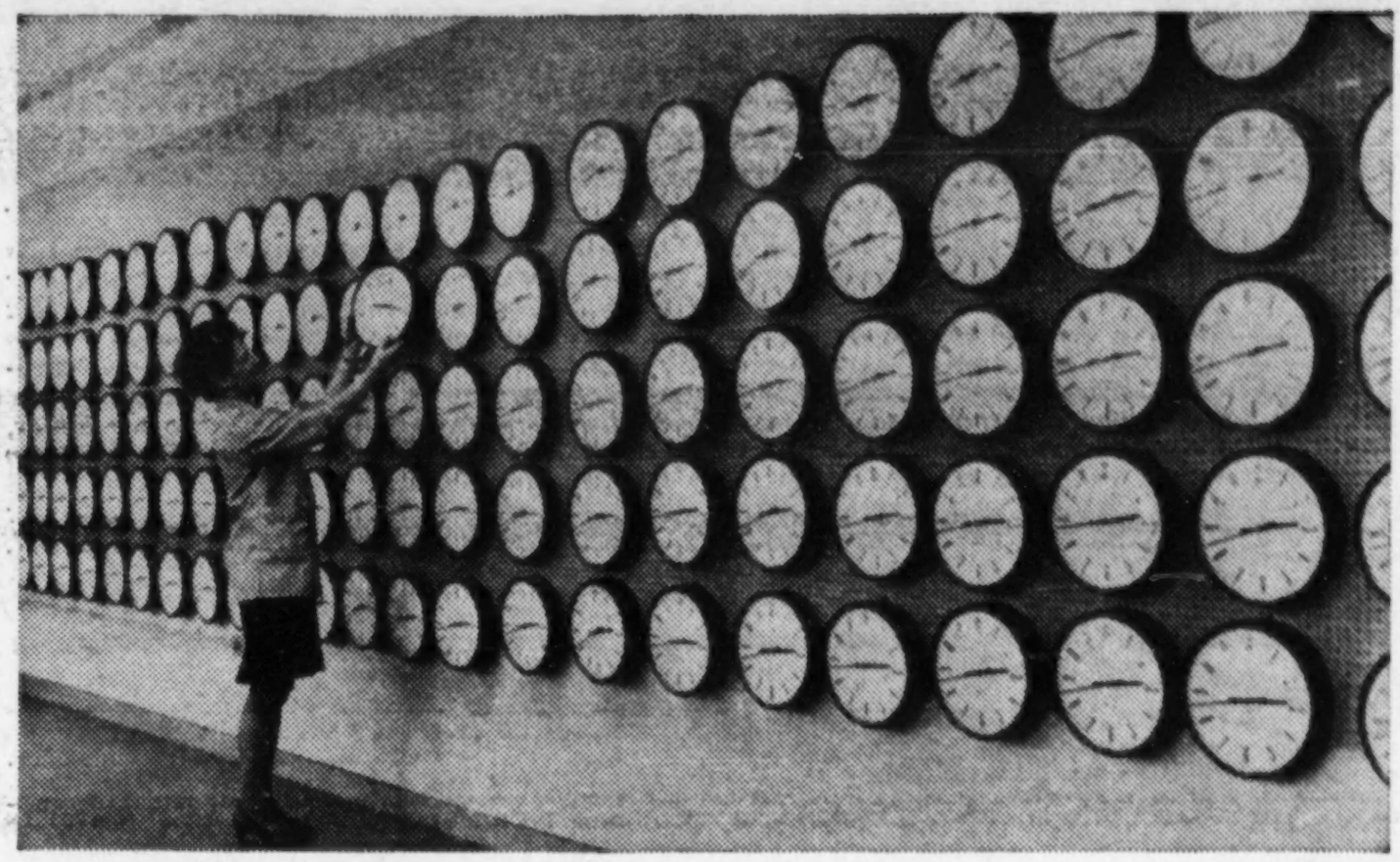
*8s. Container Handling Equipment. March 9. E.S.B. 51327/70/J.
*4s. Punched Card System. March 5. E.S.B. 51393/70/J.
*2s. Vacuum Oven and Pumping Console. February 24. E.S.B. 51401/70/J.
*5s. Audio Frequency/Response and Spectrum Recorder. February 24. E.S.B. 51404/70/J.
*4s. Pumps. February 24. E.S.B. 51405/70/J.
*3s. Diatomaceous Earth. February 24. E.S.B. 51406/70/J.
*4s. Exit Roll for Galvanizing Machine. February 24. E.S.B. 51407/70/J.
*2s. Power Supply Equipment. February 24. E.S.B. 51408/70/J.
*4s. Dust Collector. March 17. E.S.B. 51394/70/J.
*8s. Ball Bearings. March 6. E.S.B. 51395/70/J.
*20s. Workshop Equipment. March 14. E.S.B. 51397/70/J.
*6s. Auto-Analyzer. March 17. E.S.B. 51399/70/J.
*3s. Sevin Tech. March 19. E.S.B. 51400/70/J.
*6s. Thrusters. March 14. E.S.B. 51396/70/J.
*22s. Railway Car Equipment and Apparatus. March 20. E.S.B. 51398/70/J.



A repeat order for commercial battery clocks from the Government of New South Wales, bringing the total to 3,000 in the last nine months, has been placed with General Time Limited, of Strathleven, Scotland. Export orders from the factory in the past 12 months account for 25 per cent of total production, and include the Westclox, Seth Thomas and commercial ranges of clocks.

THAILAND
Bulletin 22/70
ROYAL IRRIGATION DEPARTMENT:
Planimeters. February 16. E.S.B. 51458/70/J.
DEFENCE ENERGY DEPARTMENT:
*2s. Chemicals. February 25. E.S.B. 51443/70/J.
STATE RAILWAY OF THAILAND:
Wire. February 26. E.S.B. 51460/70/J.
Glass. February 25. E.S.B. 51459/70/J.
*4s. Power Tools. February 23. E.S.B. 51475/70/J.
Steel. February 23. E.S.B. 51466/70/J.
Battery. February 23. E.S.B. 51474/70/J.
Check Castings. March 9. E.S.B. 51476/70/J.
Rivet Hammering Mortar. February 24. E.S.B. 51477/70/J.
Crowbars. February 24. E.S.B. 51478/70/J.
SUPHAN BURI SUGAR FACTORY:
Electric Hoist. February 23. E.S.B. 51481/70/J.

TRINIDAD AND TOBAGO
Bulletin 22/70
TRINIDAD AND TOBAGO ELECTRICITY COMMISION:
*4s. Fluorescent Lanterns. April 10. E.S.B. 51455/70/J.

TUNISIA
Bulletin 22/70
SOCIETE NACIONALE D'EXPLOITATION ET DE DISTRIBUTION DES EQUX:
*2s. (In French.) Asbestos-Cement Pipes. March 27. E.S.B. 51423/70/J.
*2s. (In French.) Cast Iron Pipes. March 27. E.S.B. 51422/70/J.

TURKEY
Bulletin 21/70
TURKIYE SENULOZ VE KAGIT:
*4s. (In Turkish.) Paper. February 23. E.S.B. 51427/70/J.
PTT ADMINISTRATION:
*16s. Plastics. Closing date postponed to February 23. (Further Information.) E.S.B. 53879/70/J.
Bulletin 22/70
CUKUROVA ELECTRICITY CO.:
Crane. April 29. E.S.B. 51485/70/J.
NAVAL FORCES COMMAND:
*13s. Binoculars. March 19. E.S.B. 51521/70/J.
Bulletin 25/70
MINISTRY OF PUBLIC WORKS:
*Electrical and Electronic Equipment for an Airport. April 1. E.S.B. 51484/70/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 22/70
EGPTIAN RAILWAYS:
Locomotives. April 15. E.S.B. 51612/70/J.
Timber. March 4. E.S.B. 51611/70/J.
Bulletin 24/70
RADIO COMMUNICATION ADMINISTRATION:
*26s. Radio Receivers. March 14. E.S.B. 51695/70/J.
Bulletin 25/70
SOCIETE MISR POUR LA FILATURE ET LA TISSAGE SAE:
Collar Stiffeners and Bands. February 14. E.S.B. 51712/70/J.

UNITED STATES OF AMERICA
Bulletin 20/70
BUREAU OF RECLAMATION:
*88s. Pumps. February 26. E.S.B. 51333/70/J.
Bulletin 21/70
WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY:
*1s. Construction of Coach Yard Facilities. (Advance Information.) E.S.B. 51373/70/J.
Balletin 24/70
UNITED STATES CORPS OF ENGINEERS:
Main Turbine Governors. March 12. E.S.B. 51535/70/J.

URUGUAY
Bulletin 21/70
ANCAP:
*7s. (In Spanish.) Steel Cable. Closing date postponed to March 11. (Further Information.) E.S.B. 50284/70/J.
*9s. (In Spanish.) Platinum Ingots. March 11. E.S.B. 51433/70/J.
*10s. (In Spanish.) Crane. March 18. E.S.B. 51425/70/J.
*12s. (In Spanish.) Valves, Cocks. March 10. E.S.B. 51426/70/J.
OSE (STATE WATERWORKS):
*19s. (In Spanish.) Filter Tubes. March 10. E.S.B. 51428/70/J.
(In Spanish.) Steel Pipes. March 11. E.S.B. 51429/70/J.
Bulletin 22/70
STATE ELECTRICITY AND TELEPHONE BOARD:
*79s. (In Spanish.) Radio Telephone System. 1st call, May 15; 2nd call, May 22. E.S.B. 51424/70/J.

ZAMBIA
Bulletin 22/70
SUPPLY AND TENDER BOARD:
*3s. Sanitary Towels. March 20. E.S.B. 51465/70/J.
*8s. Suture Needles. March 20. E.S.B. 51473/70/J.
*4s. X-ray Film. March 20. E.S.B. 51471/70/J.
*12s. Pharmaceuticals. March 20. E.S.B. 51464/70/J.
*4s. Drugs. March 20. E.S.B. 51463/70/J.

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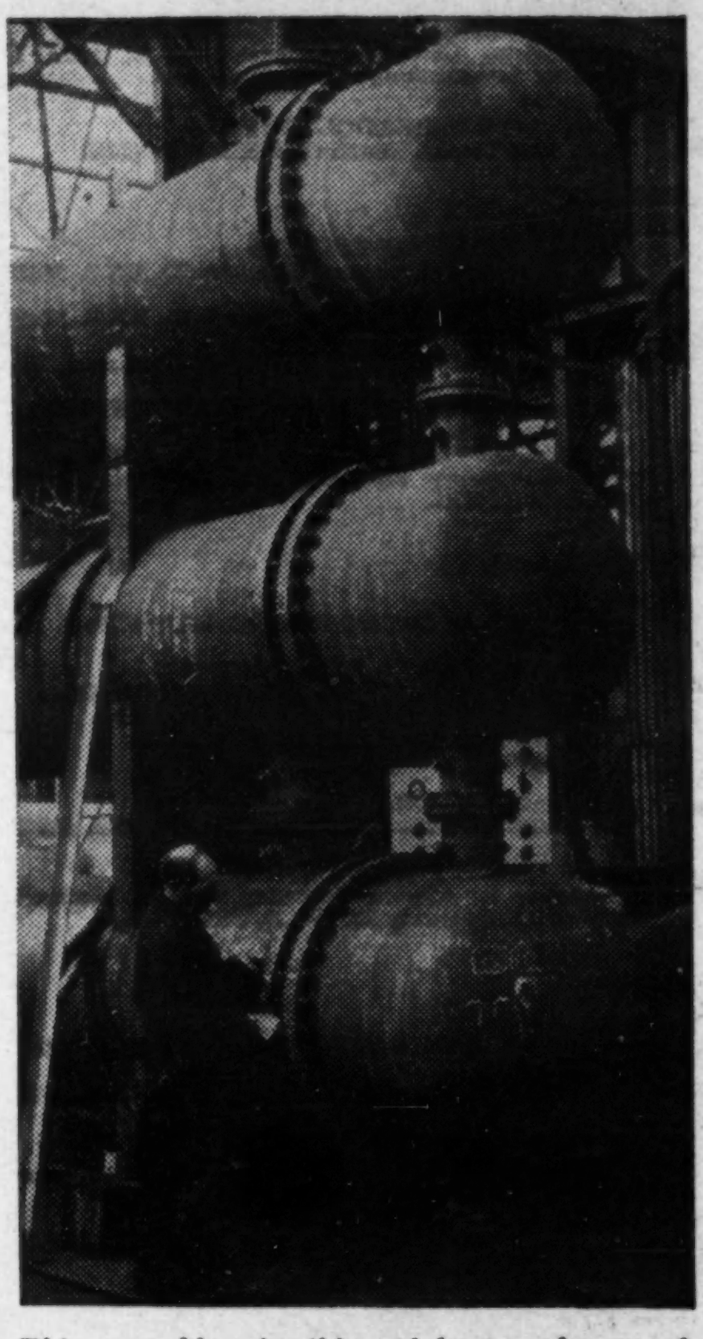
Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*



This assembly of mild steel heat exchangers is one of eight manufactured by Robert Jenkins and Co. Ltd., of Rotherham, for a fuel oil cooling plant in Venezuela. The heat exchangers have been commissioned by GKN Birwelco Ltd., of Birmingham.

ANDORRA

Bulletin 22/70

Agency inquiry for electrical domestic appliances; photographic and cinematographic equipment; radios; stainless steel household articles. E.S.B. 585/70/J.

AUSTRALIA

Bulletin 20/70

Agency inquiry for ash and dust handling equipment; electro-hydraulic thrusters; generating and transmission equipment; motors; ships steering gear; welders. E.S.B. 2195/70/J.

AUSTRALIA - WAIVER OF BRITISH PREFERENCE

Bulletin 20/70

Inquiry for spectrophotometer. E.S.B. S/8/70/J.

Bulletin 22/70

Inquiry for supervisory control, indication and telemetry equipment. E.S.B. A/80/70/J.

AUSTRIA

Bulletin 21/70

Agency inquiry for compressors. E.S.B. 2509/70/J.

Bulletin 24/70

Inquiry for laboratory glassware and equipment. E.S.B. 3017/70/J.

BAHAMAS

Bulletin 20/70

Inquiry for advertising novelties; disposable tableware; giftware; souvenirs. E.S.B. 2188/70/J.

Bulletin 22/70

Inquiry for air-conditioning equipment; fluorescent lighting; intercom system; lifts; sewage and water pumps. E.S.B. 2456/70/J.

BARBADOS

Bulletin 23/70

Inquiry for dresses; fabrics; jewellery; scarves; sunglasses; swimsuits. E.S.B. 2935/70/J.

Bulletin 24/70

Inquiry for shop construction; foodstuffs; shop fittings. E.S.B. 2765/70/J.

BELGIUM

Bulletin 24/70

Agency inquiry for handicraft and 'do-it-yourself' equipment. E.S.B. 3171/70/J.

BELGIUM/BOLIVIA

Bulletin 20/70

Inquiry for smelting material and equipment. E.S.B. 2692/70/J.

Bulletin 23/70

Inquiry for lamps. E.S.B. 1418/70/J.

BERLIN

Bulletin 20/70

Agency inquiry for fabrics. E.S.B. 2318/70/J.
Inquiry for brick drying plant; drilling machine; plaster of paris production plant. E.S.B. 36344/69/J.

Bulletin 21/70

Agency inquiry for hats. E.S.B. 2741/70/J.
Agency inquiry for textiles. E.S.B. 2693/70/J.
Inquiry for ozone generating plant. E.S.B. 2828/70/J.

Bulletin 22/70

Agency inquiry for fabrics. E.S.B. 2319/70/J.

BULGARIA

Bulletin 22/70

Inquiry for pipe fittings. E.S.B. 2740/70/J.

CANADA

Bulletin 20/70

Inquiry for bee-keepers' supplies. E.S.B. 2066/70/J.
Inquiry for model aircraft, boats, yachts and soldiers. E.S.B. 2246/70/J.
Inquiry for fish; fish products. E.S.B. 2483/70/J.
Inquiry for cross bows. E.S.B. 2525/70/J.
Agency inquiry for tablecloths. E.S.B. 2464/70/J.
Inquiry for brass strip; imitation leather; packaging materials; wood grain fabrics. E.S.B. 2825/70/J.

Bulletin 21/70

Inquiry for air-operated tools. E.S.B. 2484/70/J.
Inquiry for roofing materials – further information. E.S.B. 2171/70/J.
Inquiry for hairdressing equipment; manicure equipment. E.S.B. 2134/70/J.
Inquiry for nickel blanks. E.S.B. 2933/70/J.
Inquiry for compressors. E.S.B. 2860/70/J.
Inquiry for hoist. E.S.B. 2873/70/J.
Inquiry for castings; forgings; hydraulic components; transmissions. E.S.B. 2779/70/J.

Bulletin 22/70

Agency inquiry for trawler fishing nets. E.S.B. 46451/69/J.
Agency/manufacture under licence – plastic exterior wall cladding; precast concrete sections. E.S.B. 2785/70/J.
3s. Inquiry for hose couplings and components. E.S.B 2488/70/J.
Inquiry for electric motors; industrial fans. E.S.B. 2909/70/J.

Bulletin 23/70

Inquiry for amino-acids; antibiotics; hormones. E.S.B. 3008/70/J.
Agency inquiry for beauty salon equipment and supplies; cosmetics; perfumery; jewellery. E.S.B. 2885/70/J.
Inquiry for spectacle frames. E.S.B. 3149/70/J.
Agency inquiry for hospital and medical equipment. E.S.B. 2872/70/J.

Bulletin 24/70

Manufacture under licence/distribution – tube forming and roll forming machinery. E.S.B. 2826/70/J.
Agency inquiry for paint brushes. E.S.B. 3019/70/J.
Inquiry for non-electrical light fixture components. E.S.B. 2437/70/J.
Inquiry for biscuits; confectionery; spices. E.S.B. 3190/70/J.

CEYLON

Bulletin 21/70

Inquiry for saws for metal. E.S.B. 2753/70/J.

Bulletin 22/70

Agency inquiry for veterinary drugs. E.S.B. 2768/70/J.

CUBA

Bulletin 21/70

Inquiry for mechanical engineering and testing equipment; laboratory equipment. E.S.B. 1497/G.

DENMARK

Bulletin 22/70

Inquiry for steel roller drive chains. E.S.B. 2811/70/J.

Bulletin 23/70

Inquiry for tractor attachments. E.S.B. 2174/70/J.
Inquiry for pre-recorded tapes. E.S.B. 3121/70/J.

Bulletin 24/70

Inquiry for bolts and nuts. E.S.B. 3391/70/J.
Inquiry for dust collecting units. E.S.B. 3398/70/J.
Agency inquiry for artificial astrakhan. E.S.B. 3003/70/J.

EL SALVADOR

Bulletin 21/70

Agency inquiry for lead. E.S.B. 47063/69/J.

Bulletin 24/70

Tax on bags and sacks. E.S.B. 1209/G/J.

FIJI

Bulletin 23/70

Inquiry for padlocks. E.S.B. 2040/70/J.

FINLAND

Bulletin 21/70

Agency inquiry for carbon monoxide meters; lux meters. E.S.B. 2502/70/J.

FRANCE

Bulletin 21/70

Inquiry for lifting tables; note book binding machine. E.S.B. 2829/70/J.

Bulletin 22/70

Inquiry for prefabricated factory; roller conveyor system. E.S.B. 51899/69/J.

Bulletin 23/70

1s. Inquiry for steel H-sections. E.S.B. 3074/70/J.

Bulletin 24/70

Inquiry in respect of architectural consultancy; building supplies; prefabricated buildings. E.S.B. 2703/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 20/70

Agency inquiry for aerosol filling machines; coding and marking machines. E.S.B. 2355/70/J.
Manufacture under licence – baking additives. E.S.B. 2357/70/J.
Agency inquiry for cars; locomotives; machine tools and machinery; raw wool. E.S.B. 2119/70/J.
Inquiry for frozen turkeys and turkey pieces. E.S.B. 2824/70/J.
Inquiry for blankets; plaids. E.S.B. 2151/70/J.

Bulletin 21/70

Inquiry for tanks. E.S.B. 2773/70/J.
Inquiry for ferrous and non-ferrous bars; tubes, sheets and strips. E.S.B. 5299/69/J.
Agency inquiry for ferrous and non-ferrous metals. E.S.B. 47226/69/J.
Agency inquiry for yarns. E.S.B. 2635/70/J.
Inquiry for light bulbs; lamps. E.S.B. 2118/70/J.
Inquiry for curtaining materials; furniture; mattresses; wallpapers. E.S.B. 2838/70/J.
Inquiry for conveyor belts; protective clothing; industrial gloves. E.S.B. 2827/70/J.

Bulletin 22/70

Manufacture under licence – cleaning compounds; adhesives; rubber products. E.S.B. 2774/70/J.
Inquiry for beverages; confectionery; cosmetics; foodstuffs; soaps. E.S.B. 2699 and 2864/70/J.
Inquiry for cutting and ancillary equipment; welding and ancillary equipment; machine tools; stress relieving equipment. E.S.B. 2059/70/J.
Agency inquiry for paper. E.S.B. 2698/70/J.
Agency inquiry for bathroom and sanitary fittings. E.S.B. 932/70/J.

Inquiry for steel tube. E.S.B. 2810/70/J.
Inquiry for alcoholic drinks; beverages; clothing; giftware. E.S.B. 2234/70/J.
Agency inquiry for piece-goods. E.S.B. 2747/70/J.
Agency inquiry for tools. E.S.B. 2775/70/J.

Bulletin 23/70
Inquiry for electronic components. E.S.B. 3071/70/J.
Inquiry for leather. E.S.B. 3075/70/J.
Inquiry for medical preparations; medicines. E.S.B. 2839/70/J.
Inquiry for chicken fat. E.S.B. 2827/70/J.
Inquiry for fabrics. E.S.B. 3002/70/J.
Agency inquiry for hand knitting wools. E.S.B. 2862/70/J.
Agency inquiry for measuring instruments. E.S.B. 2905/70/J.

Bulletin 24/70
Inquiry for yarns. E.S.B. 3117/70/J.
Inquiry for handbags. E.S.B. 3015/70/J.
Agency inquiry for welding plant and equipment. E.S.B. 1545/70/J.
Inquiry for steel sheet. E.S.B. 1559/70/J.
Agency inquiry for confectionery. E.S.B. 2957/70/J.
Inquiry for automobile accessories. E.S.B. 2675/70/J.
Agency inquiry for alcoholic beverages; confectionery; soft drinks. E.S.B. 3101/70/J.
Inquiry for glass-fibre mats. E.S.B. 3320/70/J.

GERMANY, FEDERAL REPUBLIC OF/AUSTRIA

Bulletin 24/70
Agency inquiry for leather handbags and belts; scarves. E.S.B. 2830/70/J.

GHANA

Bulletin 20/70
Agency inquiry for pumps; pumping equipment. E.S.B. 1396/70/J.

GIBRALTAR

Bulletin 22/70
Inquiry for confectionery; foodstuffs; toilet paper. E.S.B. 2466/70/J.

GREECE

Bulletin 23/70
Agency inquiry for cosmetics; jewellery; portable grinders. E.S.B. 2257/70/J.

Bulletin 24/70
Agency inquiry for chemicals; epoxy resins; polyester resins; ribbons; wrapping paper. E.S.B. 2262/70/J.

GUATEMALA

Bulletin 21/70
Agency inquiry for cod liver oil. E.S.B. 2541/70/J.

GUYANA

Bulletin 20/70
Agency inquiry for propane gas appliances. E.S.B. 1902/70/J.

HONG KONG

Bulletin 20/70
Market Report – hand tool and enginer's small tools. E.S.B. 51831/69/J.

Bulletin 22/70
Agency inquiry for yarns. E.S.B. 2865/69/J.

Bulletin 23/70
Agency inquiry for baths; cisterns. E.S.B. 17812/69/J.

HUNGARY/ITALY

Bulletin 24/70
Trade Agreement. E.S.B. 1209/G/J.

ICELAND

Bulletin 20/70
Agency inquiry for fan belts; V-belts. E.S.B. 2344/70/J.

Bulletin 22/70
Agency inquiry for headgear; photographic screens; toy racing car sets. E.S.B. 48395/69/J.

INDIA

Bulletin 24/70
Inquiry for lamp manufacturing machinery. E.S.B. 3105/70/J.

IRAN

Bulletin 20/70
2s. Inquiry for plaster making plant. E.S.B. 48986/69/J.

IRAQ

Bulletin 24/70
Commercial agencies law. E.S.B. 1209/G/J.

IRISH REPUBLIC

Bulletin 20/70
Inquiry for floor plates. E.S.B. 2715/70/J.

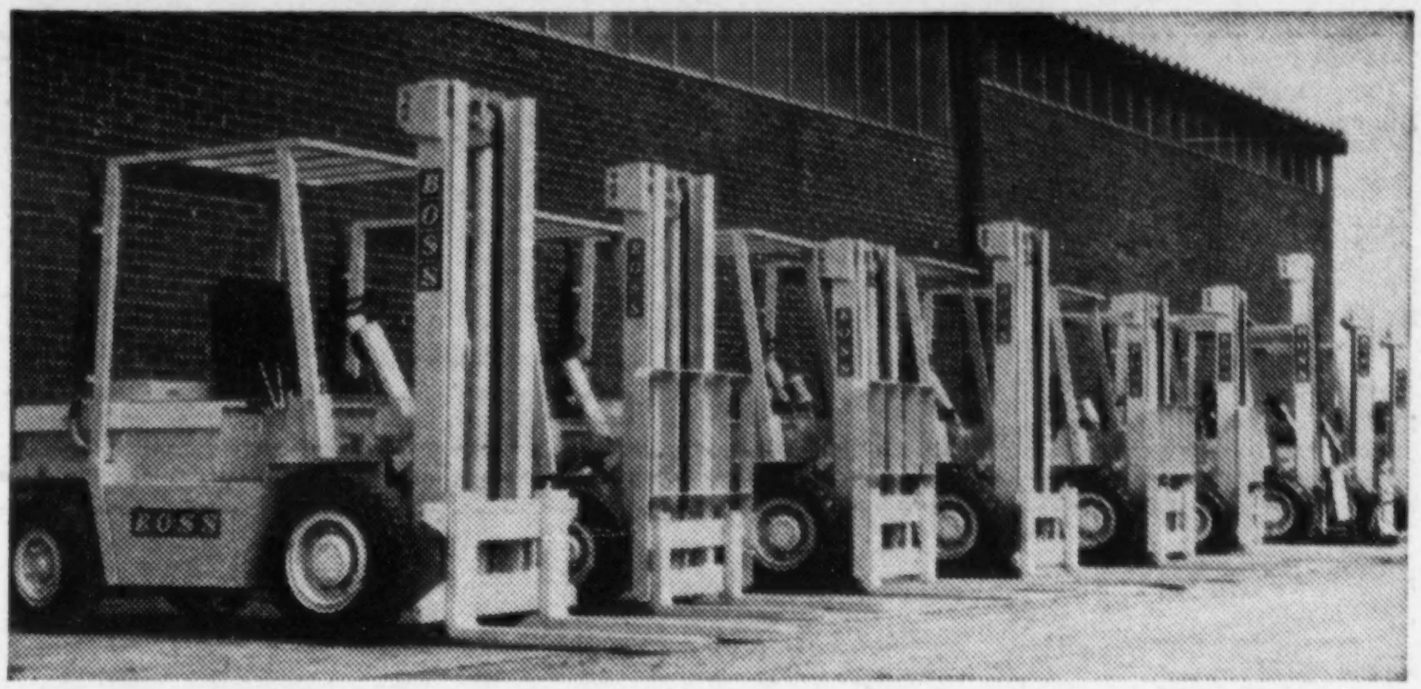
ISRAEL

Bulletin 20/70
Inquiry for aluminium demountable road bridges. E.S.B. 2238/70/J.
Agency inquiry for fabrics. E.S.B. 2083/70/J.

Bulletin 24/70
Agency inquiry for laboratory and research instruments. E.S.B. 2459/70/J.

ITALY

Bulletin 20/70
Agency inquiry for acetate; artists' materials; office stationery and sundries. E.S.B. 2431/70/J.
Inquiry for antiques; carpeting; fabrics; furniture; silverware; works of art. E.S.B. 2230/70/J.



Some of the 20 Boss MD7 Mk. III lift trucks ready for despatch to Denmark's DFDS shipping line, for stevedoring duty at Copenhagen and Esbjerg. The Boss Mk. III range, introduced to the international market by British manufacturers Lancer Boss Ltd. little more than six months ago, is selling strongly in all load capacities from 4,000 to 81,000 lb. Two additional orders from East African Cargo Handling Services Ltd. have also been received.

Bulletin 21/70
Inquiry for brass strip; lamp covers. E.S.B. 2734/70/J.
7s. Inquiry for carbon steel. E.S.B. 1290/70/J.
Inquiry for waterproofing chemical products. E.S.B. 2666/70/J.
Inquiry for axles; hydraulic convertors; hydraulic mechanism spare parts. E.S.B. 2934/70/J.
Inquiry for dish washing machine. E.S.B. 2863/70/J.

Bulletin 22/70
Inquiry for oil cleaners; water treatment equipment. E.S.B. 2852/70/J.
Manufacture under licence – ship's hatch covers. E.S.B. 690/70/J.
Agency inquiry for clippings; fibres; shoddy; textile wastes. E.S.B. 51472/69/J.
Agency inquiry for photo-electric controls. E.S.B. 2819/70/J.
Agency inquiry for hand tools. E.S.B. 2834/70/J.
Inquiry for radio and television components. E.S.B. 2882/70/J.

Bulletin 23/70
Agency inquiry for tools and accessories. E.S.B. 2853/70/J.
Inquiry for fish products. E.S.B. 2814/70/J.
Inquiry for automatic filling machine; carbonizing machine. E.S.B. 2985/70/J.
Inquiry for propagating apparatus; refrigeration equipment; spraying equipment. E.S.B. 829/70/J.

JAPAN

Bulletin 20/70
Agency inquiry for cryogenic equipment for liquefied natural gas. E.S.B. 1700/70/J.

Bulletin 21/70
Inquiry for knitwear; leatherware; scarves. E.S.B. 2627/70/J.

Bulletin 22/70
Agency inquiry for foundry equipment. E.S.B. 2232/70/J.

KUWAIT

Bulletin 21/70
Agency inquiry for baby requisites. E.S.B. 2611/70/J.

Bulletin 22/70
Inquiry for clothing; fabrics. E.S.B. 2299/70/J.

LEBANON

Bulletin 23/70
Agency inquiry for clinical thermometers; electro-medical equipment; medical supplies; telephone answering systems. E.S.B. 2952/70/J.
Agency inquiry for wrapping paper. E.S.B. 2998/70/J.

LEEWARD ISLANDS (ST. KITTS)

Bulletin 22/70
Agency inquiry for meat. E.S.B. 2916/70/J.

LIBERIA

Bulletin 22/70
Inquiry for foodstuffs; glass jars; light bulbs; paraffin lamps and lanterns; pharmaceuticals; toiletries. E.S.B. 2858/70/J.

LIBYA

Bulletin 23/70
Agency inquiry for biscuits; canned vegetables and fruits; confectionery; ghee; insecticides; milk; syrup and fruit juices. E.S.B. 52081/69/J.

Bulletin 24/70
Inquiry for carpets; furniture; heaters; refrigerators. E.S.B. 3204/70/J.

MALAYSIA

Bulletin 20/70
Inquiry for paper; film. E.S.B. 2510/70/J.

Bulletin 23/70
Inquiry for aluminium foil paper for building industry. E.S.B. 2823/70/J.

MALTA

Bulletin 24/70
Agency inquiry for footwear. E.S.B. 3014/70/J.
Agency inquiry for foodstuffs. E.S.B. 3011/70/J.

NETHERLANDS

Bulletin 22/70
Agency inquiry for data loggers; machine tools. E.S.B. 2782/70/J.

Bulletin 24/70
Agency inquiry for buckles; door knobs and locks; electric power tools; gauge holders; hand saws; ventilator grills. E.S.B. 2804/70/J.

NEW ZEALAND

Bulletin 22/70
Agency inquiry for sporting and pocket knives. E.S.B. 52424/69/J.

NORTH AMERICA

Bulletin 20/70
North American store buyers visit London. E.S.B. 4415/69/J.

NORWAY

Bulletin 20/70
Agency inquiry for hospital disposable articles. E.S.B. 39559/69/J.
Agency inquiry for sheepskin coats. E.S.B. 2496/70/J.

Bulletin 23/70
1s. Inquiry for electric lamp bulbs. E.S.B. 2037/70/J.

PERU

Bulletin 20/70
Agency inquiry for suture needles. E.S.B. 48620/69/J.

PHILIPPINES REPUBLIC

Bulletin 20/70
Inquiry for steel billets. E.S.B. 2632/70/J.

PORTUGAL

Bulletin 21/70
Inquiry for steel sheet. E.S.B. 2835/70/J.

Bulletin 23/70
Inquiry for electrical steel sheet; slotting machines. E.S.B. 39556/69/J.

PUERTO RICO

Bulletin 22/70
Inquiry for disposable syringes; microscopes; surgical blades and instruments. E.S.B. 2637/70/J.

QATAR

Bulletin 20/70
Inquiry for light bulbs; nuts and bolts. E.S.B. 2583/70/J.

Bulletin 23/70
Agency inquiry for air-conditioning equipment; refrigeration equipment; electrical domestic appliances. E.S.B. 51074/69/J.
Inquiry for hosiery, shirts, ties. E.S.B. 3166/70/J.

Bulletin 24/70
Inquiry for billiard tables. E.S.B. 3226/70/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

SAUDI ARABIA

Bulletin 20/70

Agency inquiry for building materials; canned foodstuffs; sanitaryware. E.S.B. 2053/70/J.

Inquiry for steel pipes. E.S.B. 2688/70/J.

Bulletin 24/70

Market Report on furniture. E.S.B. 52274/69/J.

SINGAPORE

Bulletin 20/70

Inquiry for hospital and labortory equipment; pharmaceuticals; pharmaceutical raw materials. E.S.B. 53384/69/J.

SIERRA LEONE

Bulletin 23/70

Inquiry for boat spare parts and equipment; building contractors' requisites; motor car spare parts; nuts and bolts. E.S.B. 3012/70/J.

Inquiry for lorries; trucks. E.S.B. 2938/70/J.

SOUTH AFRICA

Bulletin 20/70

Agency inquiry for plastics machinery. E.S.B. 2494/70/J.

Bulletin 21/70

Inquiry for copper tubing. E.S.B. 1991/70/J.

Bulletin 22/70

Inquiry for generators. E.S.B. 23820/69/J.

SPAIN

Bulletin 24/70

Inquiry for cranes; electrical fire fighting equipment; lifting tackle; marine equipment; marine window wipers; pulley blocks; tank cleaning equipment; winches. E.S.B. 2915/70/J.

SWEDEN

Bulletin 23/70

Agency inquiry for ultrasonic sensing and switching units. E.S.B. 2700/70/J.

Bulletin 24/70

Agency inquiry for kitchen and cooking utensils. E.S.B. 1341/70/J.

SWITZERLAND

ulletin 20/70

Agency inquiry for machine tools and attachments. E.S.B. 2619/70/J.

Agency inquiry for electronic components; industrial recording instruments; medical electronic equipment. E.S.B. 2360/70/J.

Agency inquiry for temperature measuring equipment. E.S.B. 35510/69/J.

Agency inquiry for foodstuffs and confectionery. E.S.B. 2585/70/J.

Bulletin 21/70

Agency inquiry for dust control equipment; filtration equipment; water treatment equipment. E.S.B. 2356/70/J.

Agency inquiry for foodstuffs. E.S.B. 2713/70/J.

Inquiry for spice containers. E.S.B. 2780/70/J.

Inquiry for flat black steel strip. E.S.B. 16160/69/J.

Bulletin 22/70

Inquiry for fabrics. E.S.B. 1300/70/J.

Inquiry for miniature ceramic plate capacitors. E.S.B. 6255/69/J.

Bulletin 24/70

Agency inquiry for frozen shellfish. E.S.B. 3018/70/J.

1s. Inquiry for rotor vanes for compressors. E.S.B. 3083/70/J.

Agency inquiry for pharmaceutical preparations. E.S.B. 3122/70/J.

*Inquiry for eyeliner brushes; glass and plastic bottles; paraffin. E.S.B. 3143/70/J.

THAILAND

Bulletin 21/70

Inquiry for furniture; kitchen equipment. E.S.B. 2264/70/J.

TRINIDAD AND TOBAGO

Bulletin 20/70

Inquiry for chemicals for insecticides. E.S.B. 2212/70/J.

TURKEY

Bulletin 24/70

6s. Inquiry for aluminium alloy strip conductor; copper strip; steel sheet. E.S.B. 44924/69/J.

UNITED STATES OF AMERICA

Bulletin 20/70

Inquiry for diamond products tools, accessories and equipment. E.S.B. 2408/70/J.

Bulletin 21/70

Inquiry for steel washers. E.S.B. 2866/70/J.

Inquiry for giftware of china; epns silver; glass and pewter. E.S.B. 1166/70/J.

Inquiry for leather. E.S.B. 2859/70/J.

Bulletin 22/70

Inquiry for barometers; belts; place mats. E.S.B. 2756/70/J.

Agency inquiry for silicon bowls; slicing machines. E.S.B. 2913/70/J.

VARIOUS

Bulletin 22/70

United Nations Development Programme (special fund). E.S.B. 3085/70/J.

Bulletin 23/70

List of Market Reports published. E.S.B. 32263/69/J.

VENEZUELA

Bulletin 20/70

Agency inquiry for artists' paints; clocks; egg beaters and slicers; fans; scales; tableware; timer clocks for cooking stoves; tin openers; upholstery material; vacuum flasks; yarns. E.S.B. 2400/70/J.

Agency inquiry for domestic dish washing and scouring cloths. E.S.B. 2394/70/J.

Bulletin 23/70

Inquiry for elastic stockings. E.S.B. 2924/70/J.

YUGOSLAVIA

Bulletin 24/70

Manufacture under licence – glass fibre pressings. E.S.B. 49747/69/J.

ZAMBIA

Bulletin 20/70

Inquiry for caravan components; copper rolls; domes for hot water geysers; metal tubing for furniture. E.S.B. 2241/70/J.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Visiting nine states in 11 days

MR. R. E. CAVALIER, director of GEC (Street Lighting) Ltd., and Mr. E. M. Jordan, the company's project manager, flew to the United States recently for a sales tour. They are visiting nine states in 11 days, placing particular emphasis on the promotion of the company's high mast lighting.

Four-week tour of South Africa

MR. G. COLLIN HEPWORTH, managing director, Associated Engineering Group, left recently for a four-week tour of the group's manufacturing and distributing companies in South Africa. Mr. Hepworth was accompanied by Mr. J. J. Whimpenny, managing director of AE's international division and directly responsible for the South African companies.

Associated Engineering now has a substantial investment in South Africa and its manufacturing companies are major suppliers of precision components to the motor and engineering industries. In addition, a wide range of motor spares and accessories is distributed through a network of specialized wholesale outlets throughout the Republic.

In the last financial year (to September 30, 1969) Associated Engineering (SA) Ltd., achieved a 13.4 per cent increase in sales to over £11 million, while pre-tax profits rose to £829,000, a return on capital employed of 15.1 per cent. The South African public hold a 35 per cent interest in Associated Engineering (SA) Ltd. the balance being owned by the parent company in England.

Off to the US and Canada

MR. P. T. SUNDERLAND, managing director of Sunderland Sportswear, Glasgow, manufacturers of golf and fishing clothing, visits the United States and Canada, leaving on February 14 for Philadelphia, New York, Houston, Los Angeles, Seattle, Vancouver, Montreal, Toronto and other centres.

Mr. Sunderland is particularly anxious to make his golf wear better known in the United States, but in Canada it is clothes for the angler that he will be emphasizing.

The company is also now extending its range to include a bouyancy jacket for yatchsmen, and Mr. Sunderland will be visiting a number of marinas to tell them of this development.

Further tour of Far East

FOLLOWING his successful tour of the Far East and North America last autumn, Mr. David Davies, export manager of James Robertson & Sons, left recently for a further tour of the Far East, plus a visit to Australia and New Zealand.

Mr. Davies will be following up his previous contacts in Singapore, Hong Kong and Japan, and will go on to Australia and New Zealand to revitalize the company's marketing activities there.

For the visit to Australia and New Zealand, Mr. Davies will be joining a trade mission organized by the Wembley Chamber of Commerce. He is expected to be away for four weeks.

South African sales tour

MR. H. H. BUTTERWORTH, sales manager of Bibby Chemicals Ltd., Liverpool, begins a two-week sales tour of the major South African cities on February 15. He will be accompanied by representatives of the company's local agents, W. K. Croxton (Pty.) Ltd., Johannesburg.

Sales of urethane foams to South Africa have grown from nil to 18 per cent of turnover in under a year. The Republic is now the company's largest overseas market, equal to the United States.

Economic Trends

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HMSO

OUTWARD MISSIONS

Hospital equipment mission for Portugal

TWENTY-TWO MEMBERS of the British Hospital Export Council are to visit Portugal from February 22 to 28 on a BNEC-sponsored trade mission to make an on-the-spot study of the market for hospital equipment. Mr. J. Harris, secretary of the BHEC, said that the mission was made up of two architects, one building contractor and 18 hospital equipment manufacturers. 'This mission is part of a world-wide programme by the BHEC to increase the export sales of British hospital equipment and follows a visit to the United Kingdom last year of the Portuguese Minister of Health. As a result of our discussions with the Minister we are confident that this visit by many of the leading United Kingdom manufacturers will prepare the ground for a major growth in hospital equipment sales to Portugal,' Mr. Harris added.

Last year world-wide export sales of British hospital equipment were worth approximately £30 million.

April visit to Eastern Europe

THE British Pump Manufacturers' Association is planning a trade mission in April to Poland, Czechoslovakia and Rumania and is seeking financial assistance from the BNEC.

Any pump or allied equipment manufacturer who is interested in joining the mission should contact Mr. R. Saunders, British Pump Manufacturers' Association, Glen House, Stag Place, London S.W.1 (Tel. 01-834 9333), as soon as possible.

A party of French wholesalers was flown from Paris to the Denton, Manchester, works of Lancaster Carpets Ltd. last month to see how the British carpet that they are helping to promote is made. They were from Nice, Grenoble and Paris and were on Lancaster's stand at the Salon du Tapis when they decided to take up the offer of a two-day trip to Manchester. Lancaster Carpets claims to be the largest exporter of tufted carpet to France.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 238 of the July 23, 1969 issue.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns,

£69,000 Middle East pump contracts

The pump division of Stothert and Pitt Ltd., Bath, announce two contracts together worth more than £69,000 for Middle East oil installations. The first is for 28 horizontal screw pumps valued at £18,500, awarded by the Ministry of Oil and Minerals, Baghdad, and the second, worth £51,000, awarded by the National Iranian Oil Co. Ltd., for 60 vertical screw displacement pumps.

The contracts follow a trip made to the Middle East by Mr. Peter Payne, in charge of industrial pump sales.

Joint production venture in US

In view of the growing interest in 'Modmor' carbon fibre composites in the United States, The Morgan Crucible Co. Ltd., with Whittaker Corporation of Los Angeles, last year formed a jointly owned subsidary, Whittaker-Morgan Inc. This company will begin production of carbon fibre later this year at Costa Mesa, California, using a continuous process developed by Morgan.

Use of 'Modmor' carbon fibre is rising steadily in the States as companies gain familiarity with it in new composite systems. In addition to filament-wound pressure vessels, many aerospace applications are being evaluated where its high specific strength and modulus are of particular value.

Orders for air blowers

George Waller & Son Ltd., Stroud, Glos., announce an order for six motor-driven air blowers for effluent treatment plant to be installed in two new tankers being built in France – the first time that Waller blowers have been ordered for this type of marine application.

Another order has been received from Australia, this time a £7,180 contract for the supply of two motor-driven air blowers for a new water treatment plant near Perth.

Suspensions for Stockholm tube cars

An order for 100 complete air-rubber suspensions to be fitted to 50 new cars on the Stockholm Underground has been received by the Dunlop polymer engineering division, Leicester.

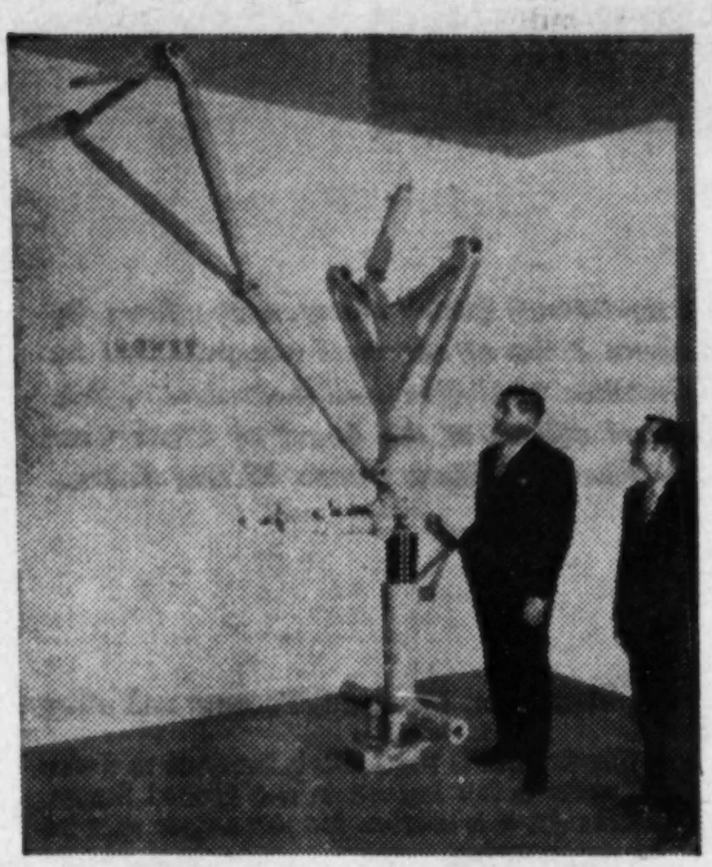
Cars with 'Metalastik' all-rubber suspensions have already been in service for a number of years on Stockholm's Underground. London's Victoria Line is also equipped with a similar suspension system.

Common Market sales doubled

Over 100,000 miles were travelled by personnel of the Hydrovane Compressor Co. Ltd., Redditch, Worcs., in search of exports last year. This resulted in a 44 per cent increase, bringing the 1969 total to over £500,000. Sales to the Common Market doubled – they now represent over 40 per cent of the total.

Success is attributed to the increasing effectiveness of the distributor organization, particularly in France where rapid growth has continued in spite of the Franc devaluation.

Orders in hand indicate a 40 per cent export growth in 1970.



On the target date, forecast 18 months ago, Dowty Rotol Ltd. despatched to California the first nose landing gear for the United States-built McDonnell Douglas DC10 Airbus. Picture shows Mr. P. Mellon (right), McDonnell Douglas' resident manager at Dowty's factory, after accepting the first landing gear from Mr. W. N. Squire, director and general manager of Dowty.

£500,000 order from Germany

John Williams of Cardiff Ltd. have won a £500,000 order for piston ring carriers from Mahle KG, Stuttgart, piston manufacturers to the European motor industry. The carriers, intended for diesel commercial vehicles, will ensure a two-shift daily working cycle in Cardiff for the whole of 1970.

'We have beaten German competitors in a traditionally German industry both on price and quality,' says Mr. D. G. Thomas, the company's foundry division sales director.

The division also secured an order recently from Karl Schmidt, Neckarsulm, another leading German manufacturer of pistons for the automotive industry.

£500,000 eastern European sales

Vickers Division Sperry Rand Ltd. have received further orders valued at £235,000 and £30,000 from Russia and Poland respectively for oil hydraulic pumps, valves and motors, taking the company's eastern European sales to over £500,000 for 1969.

Overseas business as a whole doubled during the year to a record order level of over £2 million.

£174,000 extension in Malaysia

Taylor Woodrow International Ltd. report a contract valued at over £174,000 for extensions, including a commercial vehicle assembly building, at the Champion Motors complex, Batu Tiga, near Kuala Lumpur, Malaysia, for whom works (including the existing passenger vehicle assembly plant) were completed in 1968 under a contract valued at approximately £460,000.

£50,000 Zambian contract

Scottish Technical Services Ltd., the international consultancy division of SLD Ltd., Hatfield, Herts., have been awarded a £50,000 contract by the National Coal Board of Zambia to improve the servicability of a fleet of vehicles.

An initial study team of three, under the direction of Mr. R. Simpson, an SLD group director, began work in Zambia recently. They will examine each vehicle and also lay plans for a parts holding system. The second phase of the operation involves sending a team of engineers from Britain to work on the vehicles. The entire operation is scheduled to last seven months.

The vehicles are working in extremely rugged conditions, carrying coal from the Mamba open cast mine in the Kariba basin to the nearest railhead 55 miles away. During this journey the vehicles climb over 2,000 ft. All the trucks were supplied by SLD between April 1966 and June 1967.

In August last year Scottish Technical Services sent a team of 10 vehicle maintenance engineers to Zambia on another contract to work on the Zambian Government's fleet of 10,000 vehicles.

Further contracts in Central Africa are likely in the near future.

Laminates for the Caribbean

Over 5,000 sq. ft. of Pirelli plastic laminates will be used as partition and panelling material in a pre-packed bungalow-hotel to be exported to the Caribbean island Ambergris Caye, off British Honduras. The project will form part of a £250,000 hotel water-sport and fishing centre, soon to be launched there by a consortium of international businessmen trading under the name Tropico Ltd.

£68,000 mixer contracts

The SPP Group Ltd., Newbury, Berks., are supplying 100 mixers for petrochemical customers in Canada, Gulf of Suez, Turkey and Curacao. Total value of the four contracts is £68,000, and they are being handled by the Plenty Division of the Group.

£25,000 monthly turnover forecast

Barnoldswick-based Silentnight Ltd. market a wide variety of household goods, beds and mattresses in developing countries. In Kenya, for example, a factory set up less than a year ago, which now has a staff of 70, is producing beds, mattresses, quilts, bedspreads, rugs, occasional chairs, carpet underfelt and upholstery. The expected monthly turnover in 1970 is £25,000.

£245,000 US order for machine tools

An order for two shipbuilding machine tools worth £245,000 has been won by Hugh Smith (Glasgow) Ltd., a member of the GHP group, from the Seatrain Shipbuilding Corporation of New York, who plan to convert part of the Brooklyn Naval Dockyard for building a series of supertankers, container ships and other vessels for the parent company, Seatrain Lines Inc., and other owners.

The first machine, which was preferred to those offered by German and Japanese machine tool makers, is an exceptionally powerful shipyard roll-press capable of exerting 2,800 tons hydraulic power for roll-bending ships' plates up to 30 ft. long x 1½ in. thick high-tensile steel.

The second machine is a 700-ton ship's frame bending machine developed by the British company for bending and straightening the welded steel longitudinal frames now being used in bulk carriers.

Carbon fibre for aerospace programme

Carbon fibre made by a subsidiary of The Morgan Crucible Co. Ltd. has been selected for a project to develop high-pressure gas cylinders for use in the United States aerospace exploration programme sponsored by NASA.

The Martin-Marietta Corporation is carrying out the work and has chosen 'Modmor' high modulus carbon fibre made by Morganite Modmor Ltd., Battersea, London, one of three British companies licensed to manufacture carbon fibre by the NRDC.

£3.5 million shipbuilding order

The Austin & Pickersgill group announce the placing of an order worth £3.5 million for three SD14 ships by Colocotronis Ltd. for Greek account. These ships, powered by Sulzer 5RND68 engines and built at the company's Bartram yard, are due for delivery in the second half of 1971.

This order brings the total number of SD14s – at sea, under construction or on order – to 60, of which 36 orders have been obtained for the company's yards in Sunderland. Thirty of these orders have been for export.

Temperature controllers for Australia

Ward Brooke & Co. Ltd., Loudwater, Bucks., recently obtained an order from Australia for 163 of their 'Leestat' indicating temperature controllers. Equipment for this order, placed by Australian agents Fielden Electronics (Aust.) Pty. Ltd., was dispatched within 14 days on a container ship in order to be operating in Australia in time for the January/February shipping season. The units will be used for controlling the temperature of refrigeration packs on freight containers.

Slipper sales increased

Pirelli slipper exports rose by 30 per cent last year to give the company a 400 per cent increase on 1960 figures. Now, with projected plans which include export drives to several new markets, Pirelli expect to boost slipper exports by a further 35 per cent by the end of 1970.

United States orders for mine roof supports

J. H. Fenner and Co. (Holdings) Ltd. report that their Mastabar Mining Equipment Company, Accrington, Lancs., in conjunction with Huwood Ltd., Gateshead, have secured a further order from the Bethlehem Mines Corporation for a complete face of 280-ton self-advancing roof supports.

£40,000 order for cross-country vehicles

Lantrac Holdings Ltd., Hemel Hempstead, Herts., have received a £40,000 order for 106 Lantrac cross-country vehicles, to be used for farming and tourism in the Caribbean, Argentina and Brazil. The order has been placed by Philbins (Newton Street) Ltd., Manchester.

A three-wheeled vehicle, the Lantrac is fitted with special tyres which, combined with its three-track weight distribution, enables it to carry two people, plus load, over the most difficult terrain.

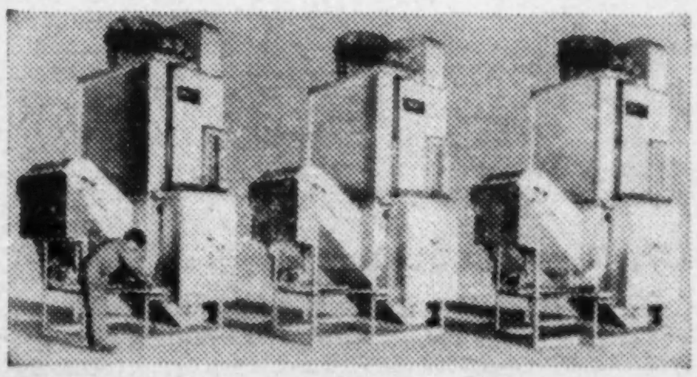
Powered by a four-cylinder engine, it has a self-tipping body, full lighting and road equipment and can be supplied for export in knocked-down form.

Record £83 million orders in 1969

British Aircraft Corporation, in the year ending December 31, 1969, broke all its own previous records by delivering products abroad to a value of just over £83 million – a 9 per cent improvement on the previous (1968) record of nearly £76 million. The 1967 figure was £52 million.

In 1969 BAC exported 58 per cent of all its production compared with 50 per cent in 1968 and 43 per cent in 1967.

One-Eleven Jetliner exports in 1969 were worth nearly £37 million. A similar sum came from exports of military aircraft such as the Lightning and BAC 167. (These figures exclude the defence equipment contract with the Libyan Government, now terminated.)



The Midac dust and fume control division of the Midland Heating and Ventilation Co. Ltd., Birmingham, are delivering the first phase of an order they have received for 14 medium to large dust collectors to the Glacier Metal Co. Ltd., Scotland, as part of a £3-4 million contract with Russia. Here, three of the dust collectors are inspected.

Big exports increase

Exports of £9.3 million, an increase of 35 per cent over the previous year, are reported for The Wellcome Foundation Ltd., parent company of the Burroughs Wellcome companies, comprising Cooper, McDougall & Robertson Ltd., and Calmic Ltd., throughout the world, in the annual report and accounts published on January 15.

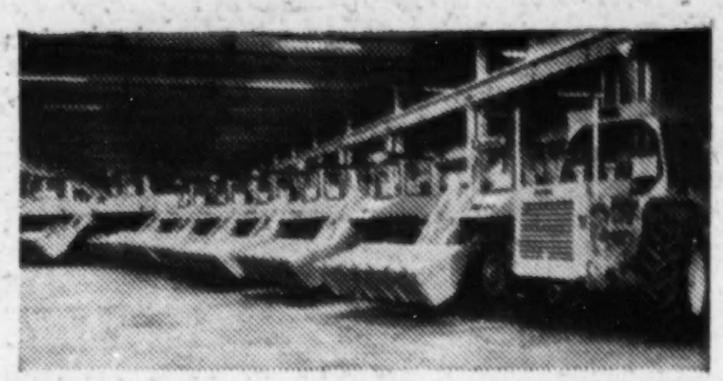
Diagrit Diamond Tools Ltd., Staplehurst, Kent, have despatched another of a series of orders to an eastern European country. Worth around £15,000, this order is for a thousand diamond honing sticks whch will be used to hone centrispun cast iron internal combustion engine liners. The 150 mm long sticks, seen here undergoing quality control inspection prior to packing, are made to a ± .001 in. tolerance. The order was won in face of intense competition from leading British and continental firms. During each of the past four years Diagrit, who export about 25 per cent of their production, have sent an average of three similar consignments to this customer.

10,000th tractor for Japan

A milestone in Ford tractor exports was reached recently when the 10,000th tractor to be supplied to Japan rolled off the production line at the Basildon tractor plant.

Over the past 10 years Fords have increased their penetration of the Japanese tractor market from 221 units in 1959 to 2,000 in 1969. The 1969 figure represents an increase of 80 per cent over the 1968 figure and gives Ford a 44 per cent hold on the Japanese market for United Kingdom tractors. Ford now have market leadership in Japan. A special rice version of the 3000 tractor was developed in 1966. This has adequate under-axle clearance and wheel equipment suitable for working in flooded paddies, while the brakes are completely sealed against the entrance of water.

As with all Ford tractors supplied to Japan, the 10,000th will be shipped to Hokkai Jidosha in knocked-down form.



This impressive line-up of 11 Muir-Hill earth-moving machines photographed just before shipment from Gloucester, is the latest of a record series of orders received from Scandinavia. The machines, a 161 four-wheel-drive tractor and eight loading shovels (six A5000, one B8000 and one B12000), were ordered by Maskin A/S K. Lund, Muir-Hill's Norwegian distributors, and represent approximately £60,000 worth of business.

Second Turkish contract

A contract for approximately £1.5 million has been awarded to Simon-Carves Chemical Engineering Ltd., Cheadle Heath, Stockport, for the engineering and procurement of an extension to a polythene plant built by the company for Petkim Petrokimya AS, Turkey.

The extension will be built alongside the existing plant at Yarmica, near Izmit, and will have a nominal annual capacity of 150,000 tons. It is expected to be completed in about two years' time.

Orders – and a repeat order

AEI-Herr Ltd., Aldridge, Staffs., who design and build complete process lines for continuous strip metals, are to supply a bright annealing line for stainless steel strip, valued around £160,000, for erection by September this year, as part of a large expansion scheme now being carried out by the Swedish firm, Fagersta Bruks AB.

A/S Nordisk Aluminiumindustri have ordered a combined slitting and cut-to-length line capable of processing colour-coated and plain metal strip. This order, valued at £115,000, is the second in 12 months from the same Norwegian company.

In October 1968 AEI-Herr received orders valued at £865,000 from Terninoss SpA, Italy, for an anneal and pickle process line and a coil build-up line. The same company has now placed another order, valued at £830,000, with AEI-Herr for a hot-rolled anneal and pickle line for processing stainless steels of the same types.

Dollar-earning orders

Following a tour of the United States and Canada last November by executives of Darlington & Simpson Rolling Mills, negotiations have now been completed with new and existing customers, and further valuable orders have been booked. These orders, won in spite of fierce competition, are for the supply of hot rolled special sections and are worth $1.7 million (£750,000). Of particular interest are two orders for new sections, 5,800 tons, to be used in the manufacture of railway components and building industry equipment. Shipment of these sections is scheduled to begin in April.

The remaining orders, for special sections used in the manufacture of commercial vehicle wheels, are a continuance of business established by the company in North America. Over the past three years this business has more than doubled and is now running at over £1 million a year.

The company export special steel profiles to some 40 countries, and have steadily increased the yearly tonnage over the past eight years. In 1969 overseas orders have been at a record level – over £3 million.

Second Eastern European order

Remploy's knitwear group has obtained a sample order to supply 2,200 men's leisure-wear garments in 'Bri-Nylon' and 'Crimplene' to Baltona of Poland – the second order the group has received from Eastern Europe, following a recent order for women's knitwear from Konsumex, the Hungarian buying organization.

Knitwear is one of Remploy's five product groups; about 460 severely disabled people are employed on the manufacture of knitted outerwear and allied products in eight factories throughout Britain.

£160,000 Australian contract

Taylor Woodrow International Ltd., jointly with A. T. Brine, have received a contract valued at over £160,000 for the construction of a six-storey building, including basement, in Perth, Western Australia, for the Bank of New South Wales, due for completion in August 1970.

$200,000 surveying project in Burma

A contract worth over $200,000 (£83,000) for surveys of the Sittang River Valley in Burma was placed recently with Fairey Surveys Ltd., Maidenhead, Berks., by the United Nations in New York. The maps produced by Fairey Surveys under the contract will include a new type of photographic map produced on special equipment claimed as unique to Fairey Surveys.

Tea-blending plant for Iraq

A £40,000 tea-blending plant with push-button control, designed for a throughput of eight metric tons an hour, is to be supplied by Gardners of Gloucester (a subsidiary of Babcock & Wilcox) to the Government of Iraq. Besides the double cone blender, the heart of the plant, the company is supplying hoppers, conveyors, dust-extraction and automatic weighing equipment, and remote controls.

New tyre factory for Chile

Orders for about £750,000 have been placed in Britain by Manufacturera Chilena De Neumaticos SA, initiating an important operation amounting to nearly £3 million. The first order includes equipment for the new tyre factory Manufacturera is building in the Port of Coquimbo, about 300 miles from Santiago, capital of Chile.

The Firestone Tire & Rubber Company are acting as consultants and are carrying out all the engineering. David Bridge & Co. Ltd., Rochdale, are the supply contractors responsible for the purchase of all the equipment as well as manufacturers of an important part of the equipment.

The capacity of this factory will be approximately 250,000 tyres per year.

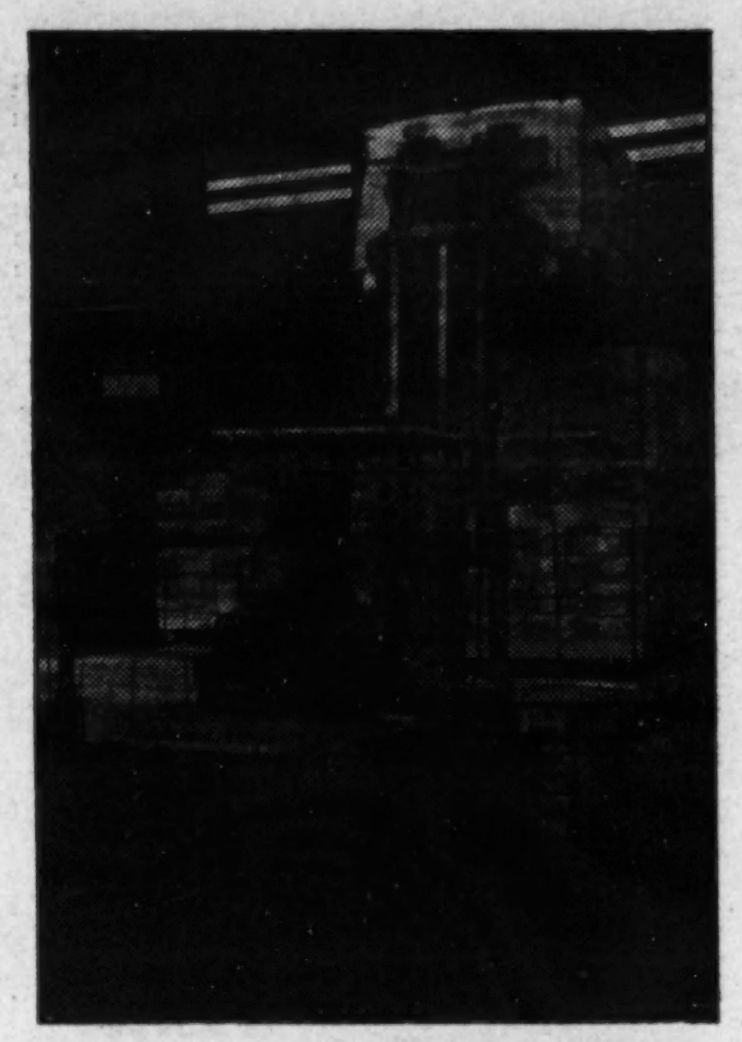
Sales rise to new level

Direct exports of the Dunlop Group in 1969 increased by 17 per cent over the previous year to reach a new record level of £37.5 million. This figure makes no allowance for the value of indirect exports of vehicle and aircraft components fitted as original equipment, which amounted to an estimated £14 million.

The increase has been spread across the group's total activities, but particularly notable have been the export success of the Dunlop Angus industrial group, the Dunlop wheel division, and a range of consumer products from footwear and sports goods to flooring and chemical products.

The Angus companies acquired in 1968 have made a significant contribution to the group's export total with an increase of 34 per cent in overseas shipments.

As forecast, the exports of Dunlop wheel division exceeded the £1 million mark for the first time, and were 45 per cent higher than 1968. The main increases in sales were to Sweden, Belgium, the United States and Federal Republic of Germany.



Gordon & Gotch (Export Packers) Ltd. prepare some five million British publications every week at their Plaistow warehouse, for bulk shipment to the Commonwealth, Africa, Europe, United States, Middle East and Far East. Over 500 tons of magazines and books pass through the warehouse weekly and, on average, some 1,200 different titles reach export territories every month.

£180,000 order from Sweden

Pirelli Ltd., London, will sell £180,000 worth of its Cinturato radial-ply tyres to Sweden over the next six months. The tyres will be fitted to Saab's 95, 96 and 99 models, also Sonnet cars, the latter for export to the United States.

The company already sell Cinturatos to Sweden's Volvo and for sale in that country's tyre replacement market for fitment to all popular models, including Volkswagens, British-made Fords and Rovers.

Introduced to Britain in 1959, Cinturato radial tyres, are manufactured at Burton-on-Trent and Carlisle factories.

Valves for Saudi Arabia

Whessoe Ltd. have secured a series of orders from Aramco Overseas Company, The Hague, for a number of M & J fabricated steel gate valves, ranging from 16 to 42 inches in diameter, for use on various pipelines in Saudi Arabia.

£800,000 orders in hand

Export business is booming at The Chesterfield Tube Co. Ltd., a TI Company, of Chesterfield, Derbyshire, with the volume of work in hand increasing by approximately 200 per cent in the past 16 months. The best month during that period was August 1969, when orders from overseas worth £330,000 were booked.

Latest orders to be won are from South Africa and Rumania. One of South Africa's leading manufacturers of fire-fighting equipment has ordered 7,600 seamless steel cylinders worth £40,000.

The Rumanian order calls for £9,000 worth of heavy tubular forgings and seamless steel tube for use in a process plant.

The value of Chesterfield's export work in hand now stands at over £800,000 for customers in 29 countries, and is still rising. One of the major growth areas has been Scandinavia.

Bumper quarter

During the past quarter Redman Engineering Ltd., the Worcester-based company of the Redman Heenan International Group, have received orders worth £900,000 for 10 bumper machines – a record for the company; £760,000 of this sum is for export orders, of which the two most recently received are for Germany (for a Series VI Mk. 1 bumper machine for installation in the Opel car factory at Russelsheim) and Norway (for a similar machine to be installed in the A/S Raufoss works for the production of bumper bars for Volvo cars).

£125 million in 10 years

The value of aircraft and equipment delivered abroad by the Preston division of British Aircraft Corporation during 1969 amounted to £39 million, bringing the value of the division's exports during the decade to more than £125 million.

£1.4 million Nairobi road

Eighteen miles of dual carriage roadway from Nairobi to Thika are to be built by the Mowlem Construction Company. The £1.4 million contract, awarded to Mowlem by the Kenya Ministry of Works, includes construction of 12 bridges.

Hospital in Saudi Arabia

Vickers Ltd. Medical Engineering have completed arrangements for the construction, over a period of three years, of the King Faisal Specialist Hospital in Riyadh, Saudi Arabia, for which they are consultants and project managers.

Architectural associates with Vickers for this project are Sir John Burnet Tait and Partners, Hospital Design Partnership, London. Quantity surveyors are Davis, Belfield and Everest, London.

An automated supply distribution system has been designed for the hospital by Vickers Shipbuilding Group, Barrow-in-Furness. Other items of equipment include Multichannel '300' automated biochemistry laboratory and hyperbaric oxygen treatment chambers manufactured by Vickers Ltd. Medical Engineering.

Tyre presses for Malawi

Greenwood & Batley Ltd., Leeds, recently completed two tyre remoulding presses for Advanx of Blantyre, Malawi – the first order from Africa for these presses, introduced last year.

Inquiries are also being dealt with from India, Pakistan, Cyprus, Singapore, Trinidad and Jamaica. Offered at a highly competitive price, the press is intended for continuous shift working. Semi-automatic, it is capable of being operated by unskilled labour.

Repeat order worth over £80,000

York Trailer Co. Ltd. have won another large container order from The United Steamship Co. Ltd., Copenhagen, for the supply of 200 standard steel 20-ft. containers, valued at over £80,000.

The Danish company placed their first container order with York in August last year – for £140,000 worth of standard and open-top boxes.

The containers will be built at York's container plant at Northallerton. Deliveries are expected to start in March.

£10,000 order from Japan

General Descaling Co. Ltd., Worksop, Notts., have won a £10,000 order from a Japanese contractor for pipeline maintenance equipment for a refinery being built in Indonesia.

The deal was secured by Mr. J. C. Morgan, the company's technical sales manager, during a visit to Tokyo to see their local agent, Tokyo Boeki Ltd. He had called on the agent after visiting the Far East with a 12-man trade mission, sponsored by Sheffield Chamber of Commerce, last November.

The new corporate miniliner of the 70's is now available–

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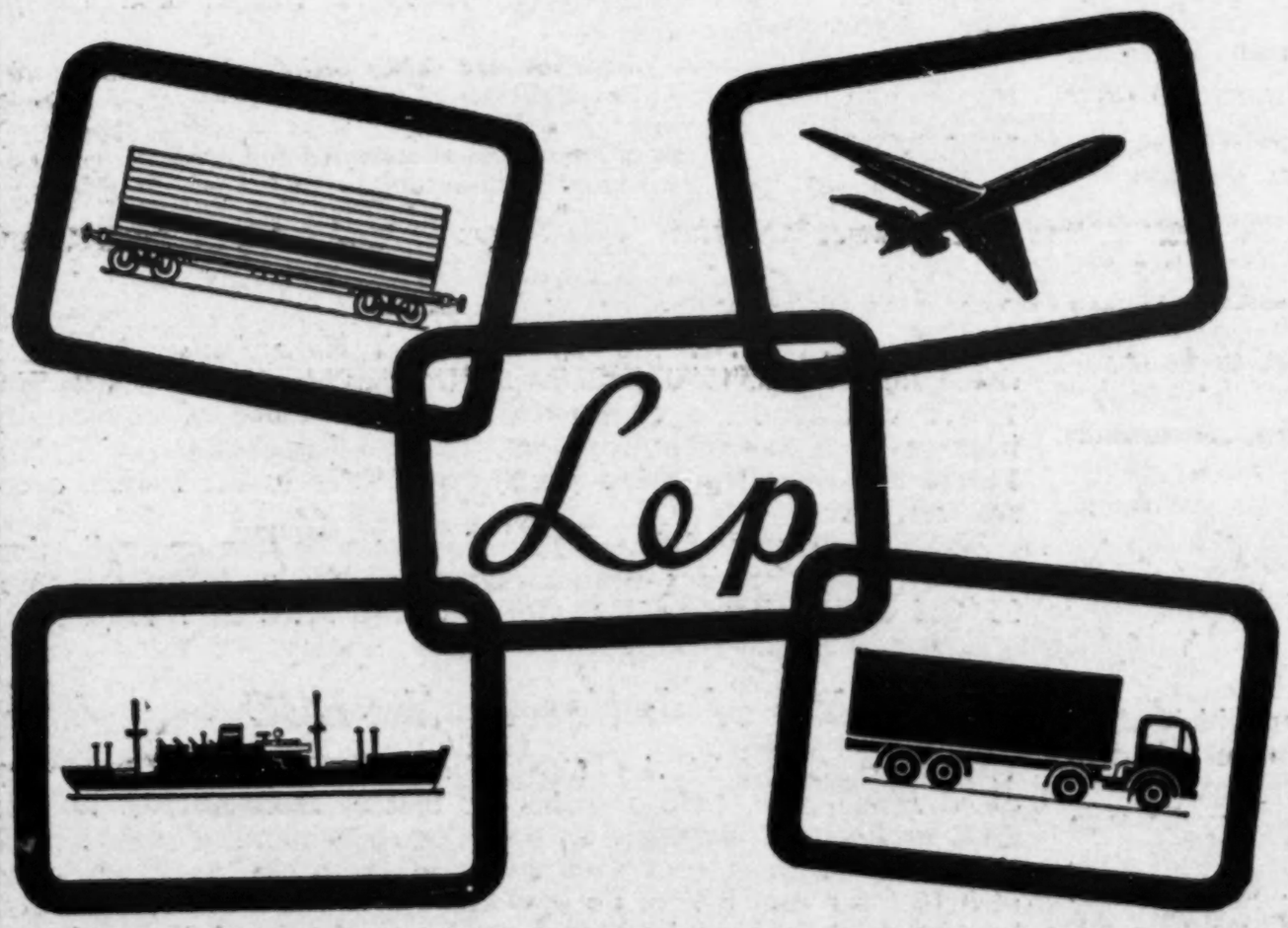

All the way ...

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Telex: Transport Ldn. 887282/3
or your local Lep Transport Office.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy.

THE TEXTS of the following Regulation and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulation and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408/423).

GENERAL

Decision No. 70/67/CEE fixes a compensatory duty on imports to Belgium, Luxembourg and the Netherlands of ethyl alcohol with an agricultural origin, coming from Member States holding a monopoly (*Journal Officiel* No. L19 dated January 26, 1970).

Decision No. 70/68/CEE fixes the rates of the compensatory levy which France is authorized to charge in place of the minimum price system on imports from other Member States of certain goods falling within the following common tariff headings; 03.01, fish, fresh (live or dead), chilled or frozen; 07.01 A I, vegetables, fresh or chilled, seed potatoes; 16.04, prepared or preserved fish, including caviar and caviar substitutes (*Journal Officiel* No. L19 dated January 26, 1970).

Decision No. 70/69/CEE fixes the rates of the compensatory levy which Germany is authorized to charge in place of the minimum price system on imports from other Member States of certain goods falling within the following common tariff heading; 22.10, vinegar and substitutes for vinegar (*Journal Officiel* No. L19 dated January 26, 1970).

MILK AND MILK PRODUCTS

Decision No. 70/63/CEE modifies **Decision No. 69/438/CEE** authorizing Belgium to sell butter from stock, in the form of concentrated butter, at a reduced price (*Journal Officiel* No. L19 dated January 26, 1970).

Decision No. 70/64/CEE modifies **Decision No. 69/398/CEE** authorizing certain Member States to sell butter from public stock intended for direct consumption at a reduced price (*Journal Officiel* No. L19 dated January 26, 1970).

Regulation (CEE) No. 140/70 relates to the certified statement which is to be given following applications for premiums for the slaughter of dairy cows and for the non-marketing of milk and milk products (*Journal Officiel* No. L20 dated January 27, 1970).

LIVE PLANTS AND FLOWERS

Regulation (CEE) No. 142/70 fixes the minimum prices for the export to third countries of begonia and sinningias tubers (*Journal Officiel* No. L21 dated January 28, 1970).

Common customs tariff

THE *Journal Officiel des Communautés Européennes* No. L19 dated January 26, 1970 contains the texts of two Decisions concerning the common customs tariff as follows:

Decision No. 70/65/CEE authorizes France to postpone applying the common customs tariff duties on the following products: fresh fish (live or dead), frozen or chilled (common tariff No. 03.01); seed potatoes, fresh or chilled (common tariff No. 07.01 A I); prepared or preserved fish, including caviar and caviar substitutes (common tariff No. 16.04).

Decision No. 70/66/CEE authorizes Germany to postpone applying the common customs tariff duties to vinegar and vinegar substitutes (common tariff No. 22.10).

The French texts of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 408/423).

Common commercial policy: community imports

THE *Journal Officiel des Communautés Européennes* No. L19 dated January 26, 1970 contains the texts of **Regulation (CEE) No. 109/70** establishing a common system applicable to community imports from State Trading countries and **Regulation (CEE) No. 110/70** applying **Regulation (CEE) No. 109/70** to the French overseas territories.

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408/423).

Supension of duties in the EEC

THE *Journal Officiel des Communautés Européennes* No. L22 dated January 29, 1970 contains the text of **Decision No. 70/101/CEE** authorizing Germany to partially suspend the customs tariff applicable to fresh tomatoes (common tariff No. ex 07.01 M I) at a 10.1 per cent rate of duty, with a minimum of 1.82 uc per 100 kg. net weight (uc=unite de compte – present value 1 United States dollar).

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Trade between Turkey and the EEC

THE *Board of Trade Journal* dated January 14, 1970 (page 124) contained an announcement concerning trade in certain products originating in, or coming from, Turkey. This should read 'originating in and coming from Turkey.'

Tariff quotas in the EEC

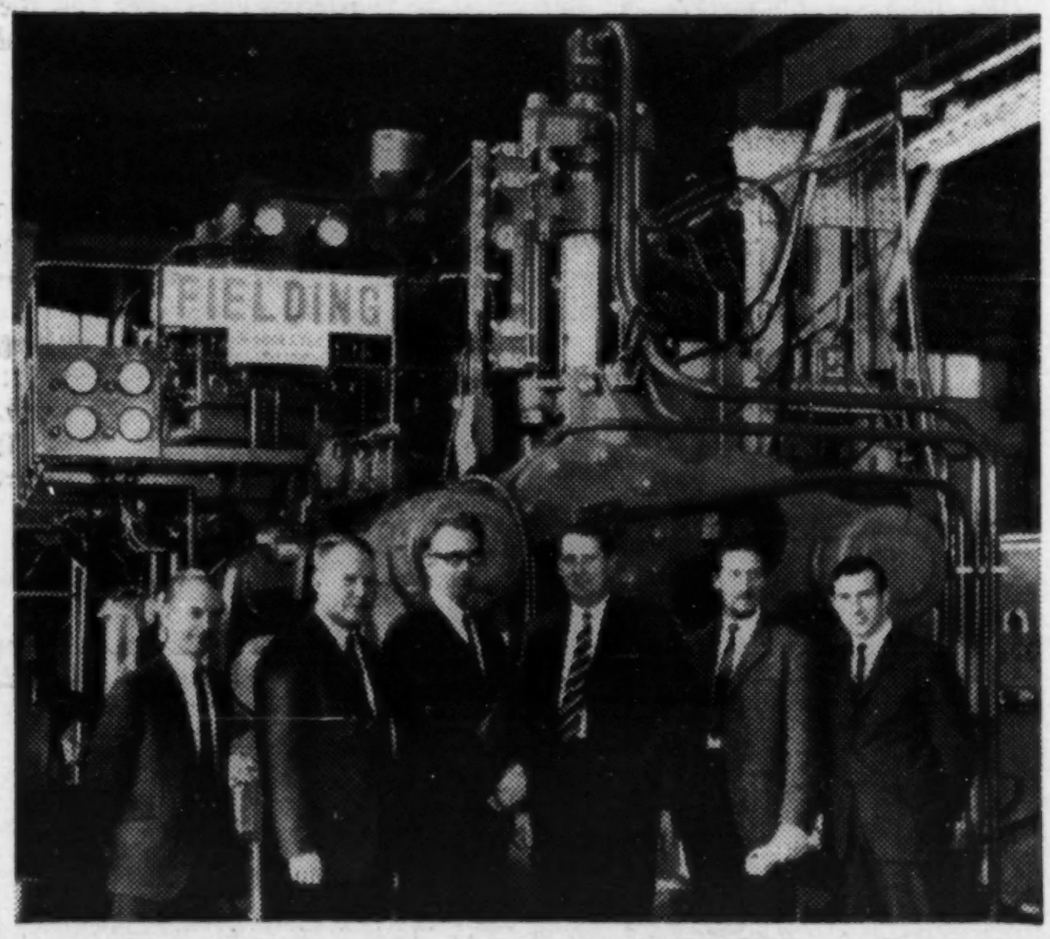
THE *Journal Officiel des Communautés Européennes* No. L22 dated January 29, 1970 contains the text of three Decisions concerning tariff quotas in the EEC as follows:

Decision No. 70/102/CEE grants a tariff quota to Germany of 2,900 tonnes of prunes (common tariff No. 08.12 c), at a 13.8 per cent rate of duty for the period January 1, 1970 to December 31, 1970.

Decision No. 70/103/CEE authorizes Germany to set up a tariff quota for 67,100 tonnes of unwrought aluminium (common tariff No. 76.01 A), at a 5 per cent rate of duty valid until December 31, 1969.

Decision No. 70/104/CEE authorizes the Belgo-Luxembourg Economic Union to set up a tariff quota for 10,000 tonnes of unwrought aluminium (common tariff No. 76.01 A) at a 5 per cent rate of duty valid until December 31, 1969.

The French texts of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).



Fielding & Platt Ltd., the Gloucester hydraulic press manufacturer, has just received a second order from Svenska Metallverken in Sweden for an extrusion plant to produce aluminium and light alloy tubes, sections and other shapes. This second order brings the total value of work in hand for this customer to over £400,000. The first order was for an extrusion plant now being installed in the Finspong Works in Sweden. Picture shows Swedish engineers and Fielding & Platt personnel at the trials of the first extrusion plant.

Imports from non-Member countries into the EEC

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which under Article 115 of the Treaty of Rome will not benefit from community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L19 dated January 26, 1970, contains the text of **Decision No. 70/62/CEE** authorizing Germany to exclude from community treatment the following products, originating in various third countries and freely circulating in the other Member States.

Common Customs Tariff No.	Products	Countries of origin
ex 20.01	Cucumbers, prepared or preserved in vinegar, in hermetically sealed containers	Bulgaria, Hungary, Poland, Rumania, Czechoslovakia, USSR, Yugoslavia
ex 20.02	Vegetables, prepared and preserved otherwise than by vinegar:	
	Other mushrooms	Poland
	Asparagus tips	Japan, Taiwan, Brazil, Spain, United States, Peru
	Green peas in containers with a net content of less than 5 kg	Bulgaria, Hungary, Poland, China, Rumania, Czechoslovakia, USSR, Switzerland, Yugoslavia
	Green beans in containers with a net content of less than 5 kg	Bulgaria, Hungary, Poland, China, Rumania, Taiwan, Czechoslovakia, USSR, Yugoslavia, Canada
	Other vegetables, including mixtures (except chilled spinach, artichokes, vine leaves and tropical vegetables)	Bulgaria, China, Rumania, Czechoslovakia, Yugsoslavia, Spain, Sweden
ex 20.06	Fruit, otherwise prepared or preserved with added sugar and not containing spirit.	
	In immediate packings with a net content of more than 1 kg and less than 4·5 kg.:	
	Prunes	Hungary, Yugoslavia
	Cherries	Poland, USSR
	Strawberries	Poland
	Raspberries	Bulgaria, Poland
	Other berries	Hungary, Poland
	In immediate packings with a net content of 1 kg. or less:	
	Prunes	Bulgaria, Hungary, Poland, USSR, Rumania, Czechoslovakia, Yugoslavia
	Cherries (except cocktail cherries in glasses with a net content of up to 226.9 gm (8 ounces)	Bulgaria, Hungary, Poland, USSR, Rumania, Czechoslovakia, Yugoslavia, Canada
	Strawberries	Bulgaria, Hungary, Poland, China, Rumania, Czechoslovakia, Yugoslavia, USSR
	Other berries	Bulgaria, Hungary, Poland, Rumania, Czechoslovakia, USSR, Yugoslavia
ex 20.07	Concentrated juice of apples and/or pears	Bulgaria, Hungary, Poland, Rumania, Czechoslovakia, USSR, Yugoslavia, Spain, Switzerland
	Juice of apples or pears	Bulgaria, Hungary, Poland, Rumania, Czechoslovakia, USSR, Austria, Yugoslavia, Spain, Switzerland

These exemptions are valid until the entry into force of a Common Market Regulation and not later than June 30, 1970.

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 423/408).

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FRANCE

Imports of garlic

THE FRENCH *Journal Officiel* of January 23 announced that garlic (Tariff No. 07.01 ex H) originating in, and imported from, all countries other than member countries of the EEC may be imported into France from January 15.

Conditions under which imports may be admitted are those defined in an arrêté of January 30, 1967 (Article 4) relating to liberalized products.

The garlic must conform to the common standards of quality as set out in EEC Regulation No. 10/65 of Jannary 26, 1965.

Inquiries relating to this notice should be addressed the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Minimum price regulations for fish

THE FRENCH *Journal Officiel* of January 18 announced that imports of the fish listed below, originating in and imported from all countries other than member countries of the EEC will continue to qualify under the minimum price procedure for the periods stated:

Tariff No.	Product	Minimum price per quintal	Periods of application
Average price recorded in the fish market auctions of Concarneau and Boulogne sur Mer			
03.01 B I ex a	Mackerel, fresh (live or dead) chilled or frozen, whole, headless or sliced	77	From January 18 until further notice or December 31, 1970 at the latest
Price recorded at the fish market of Boulogne sur Mer			
03.01 B I ex a	Herrings, fresh (live or dead) chilled, whole, headless or sliced: Herrings in cases (weighting 40 per cent) Herrings in boxes, intended for human consumption weighting 60 per cent)	98	From January 18. until further notice or December 31, 1970 at the latest
03.01 B I ex g	Cod, fresh (live or dead), chilled or frozen, whole, headless or sliced	155	
03.01 B ex II	Fillets of cod, fresh or chilled		From January 18 until further notice or December 31, 1970 at the latest
03.01 B I ex g	Black pollock (live or dead), chilled or frozen, whole, headless or sliced	88	From January 18 until further notice or December 31, 1970 at the latest
03.01 B I ex g	Whiting, fresh (live or dead), chilled or frozen, whole, headless or sliced (sizes 1 to 4)	126	
03.01 B ex II	Fillets of whiting, fresh or chilled		From January 18 until further notice or December 31, 1970 at the latest
Average price recorded at the fish market auctions of Dieppe and Boulogne sur Mer			
03.01 B I ex g	Plaice (flounders) fresh (live or dead). chilled or frozen, whole, headless or sliced	102	From January 18 until further notice or December 31, 1970 at the latest

These imports are subject to the regulations governing minimum price procedure as laid down in a general notice to importers dated July 29, 1962 and amended on April 2, 1968 (see *Board of Trade Journal* of May 3, 1968, page 1386).

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 423/408/288) where the full French text may be seen.

LEBANON

Import restrictions

THE LEBANESE *Official Gazette* No. 92 of November 17, 1969, published details of new regulations banning the import of multi-sound hooters, sirens and buzzers.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

BAHRAIN

Cyclamates

THE PUBLIC HEALTH Department has banned the use and sale of cyclamates and products containing cyclamates. Local importers are being asked to return their stocks to manufacturers and suppliers. Further details are being sought.

Inquiries should be addressed to Tariff Section, Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475),

SYRIAN ARAB REPUBLIC

Visas

THE BRITISH EMBASSY in Beirut has reported that the Syrian Government has announced a relaxation in the restrictions on the entry of British subjects into Syria. In future British subjects will be treated on the same basis as nationals of any other country and British subjects in the Lebanon may obtain Syrian visas on application at the border.

Travellers from the United Kingdom who intend to visit Syria should, if possible, obtain Syrian visas from the Indian High Commission in London before departure. If they fail to do so, or decide after departure from the United Kingdom that they wish to visit Syria, a visa can normally be obtained in the Lebanon on application at the Lebanon/Syrian border.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454), quoting reference CRE 24633/G.

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COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

ALGERIA

Nationalization of importation of vegetables

THE ALGERIAN *Journal Officiel* of December 5, 1969, announced that the importation of vegetables falling within Tariff heading 7.03 has been nationalized.

The monopoly of import of these goods has been awarded to l'Office Nationale de Commercialisation (ONACO).

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

TUNISIA

Import of seed potatoes

THE TUNISIAN *Journal Officiel* of December 26, 1969, announced that imported seed potatoes falling within Tariff Heading 7.01 E were no longer subject to production tax.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

SENEGAL

Labelling regulations—cigarettes and tobacco

IT HAS BEEN reported that the Senegalese Ministry of Finance has recently reminded importers and distributors of the regulations governing the import of tobacco and cigarettes set out in Order No. 8595 of December 29, 1967. Under these regulations all boxes, cases and packets containing tobacco and cigarettes must have the words 'Vente au Senegal' clearly printed, in letters, not less than 3mm high, below the firm's trade mark. The use of adhesive labels is prohibited.

Importers have been warned that after May 1, 1970 all products which do not comply with these regulations will be withdrawn from sale.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 or 423),

REPUBLIC OF SOUTH AFRICA

Sales duty reductions

THE MINISTRY of Finance announced the following reductions in sales duty with immediate effect on February 2:

Soap and detergents from 10 per cent to 5 per cent; all travel goods and articles of leather (excluding articles of furskin) from 20 per cent to 10 per cent; tyres and tubes for lorries and buses with a rim diameter in excess of 16 inches from 20 per cent to 10 per cent. Sales duty has been withdrawn in full on polishes, disinfectants, insecticides, etc., bed, table, toilet and kitchen linen and other furnishing articles; also wooden and metal frames for pictures, mirrors, etc.

There have also been some minor adjustments made for administrative convenience.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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DEMOCRATIC REPUBLIC OF THE CONGO (KINSHASA)

Tariff modifications: textiles

THE *Board of Trade Journal* of September 24, 1969 announced a new minimum entry duty on textiles. It has now been reported that decree No. 69/055 of December 5, 1969 has fixed the following rates of duty with effect from December 5, 1969:

Congolese Tariff Heading	Description	Unit	Droit de Douane	Droit Fiscal
51.04	Woven fabrics of man-made fibres (continuous) including woven fabrics of monofil or strip heading No. 51.01 or 51.02:			
	Unbleached:			
21	For specified industrial usage	Sq. Metre	10% (10%)	25% (30%)
29	Other	Sq. Metre	10% (10%)	40% (30%)
	Bleached:			
31	For specified industrial usage	Sq. Metre	10% (10%)	25% (30%)
39	Other	Sq. Metre	10% (10%)	40% (30%)
	Dyed (intended for specified industrial usage:			
41	Weighing less than 170g	Sq. Metre	10% (10%)	25% (30%)
42	Weighing 170 g or more	Sq. Metre	10% (10%)	25% (30%)
	Other:			
46	Weighing 170 g or more and containing polyester and wool fibres	Sq. Metre	10% (10%)	40% (30%)
		Minimum entry duty per sq. Metre 81K		
47	Weighing 170 g or more and containing polyester and other fibres	Sq. Metre	10% (10%)	40% (30%)
49	Other	Sq. Metre	10% (10%)	40% (30%)
	Printed:			
51	Specified industrial usage	Sq. Metre	10% (10%)	25% (30%)
52	Other, of width not greater than 95 cm.	Sq. Metre	10% (10%)	40% (30%)
53	Other, of a width of 95 cm or more	Sq. Metre	10% (10%)	40% (30%)
		Minimum entry duty per sq. Metre 9K		
55.09	Other woven cotton fabrics:			
21	Unbleached:			
21	Specified industrial usage	Sq. Metre	5% (5%)	5% (5%)
29	Other	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duty per sq. Metre 8·5K		
	Bleached:			
31	Specified industrial usage	Sq. Metre	5% (5%)	5% (5%)
39	Other	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duty per sq. Metre 8·5K		
41	Cotton fabric dyed in the piece or manufactured with dyed yarns of uniform khaki colour	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duty per sq. Metre 8·5K		
42	Cotton fabric dyed in the piece or manufactured with dyed yarns of uniform blue indigo colour	Sq. Metre	10%(10%)	40% (40%)
		Minimum entry duty per sq. Metre 8·5K		
	Cotton fabric dyed in the piece or manufactured with dyed yarns of uniform colour, other:			
43	Specified industrial usage	Sq. Metre	5% (10%)	5% (40%)
44	Other	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duty per sq. Metre 8·5K		
	Cotton fabrics made with threads of various colours:			
46	Specified industrial usage	Sq. Metre	10% (10%)	25% (40%)
49	Other	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duly per sq. Metre 8·5K		
	Printed:			
51	Light blue	Sq. Metre	10% (10%)	30% (30%)
		Minimum entry duty per sq. Metre 9K		
52	Other, of width not greater than 95 cm	Sq. Metre	10% (10%)	30% (30%)
		Minimum entry duty per sq. Metre 9K		
56.07	Fabrics of synthetic and artificial fibres (discontinuous):			
	Unbleached:			
21	Specified industrial usage	Sq. Metre	10%(10%)	25% (40%)
29	Other	Sq. Metre	10% (10%)	40% (40%)
	Bleached:			
31	Specified industrial usage	Sq. Metre	10% (10%)	25% (40%)
39	Other	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duty per sq. Metre 81K		
	Dyed, of specified industrial usage:			
41	Weighing less than 170g	Sq. Metre	10% (10%)	25% (40%)
42	Weighing 170g or more	Sq. Metre	10% (10%)	25% (40%)
		Minimum entry duty per sq. Metre 9K		
	Other:			
46	Weighing 170g or more and containing polyester and wool fibres	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duty per sq. Metre 81K		
47	Weighing 170g or more and containing polyester and other fibres	Sq. Metre	10% (10%)	40% (40%)
49	Other	Sq. Metre	10% (10%)	40% (40%)
	Printed:			
51	Specified industrial usage	Sq. Metre	10% (10%)	25% (40%)
52	Other, of not more than 95 cm width	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duty per sq. Metre 9K		
53	Other, of width of 95 cm or more	Sq. Metre	10% (10%)	40% (40%)
		Minimum entry duty per sq. Metre 9K		
63.01	Clothing, clothing accessories blankets, household linen and furnishing articles (other than articles falling withing heading No. 58.01, 58.02, 58.03) of textile materials, footwear and headgear of any material showing signs of appreciable wear and imported in bulk or in bales, sacks or of similar bulk packing:			
20	Footwear	Pair	10% (10%)	40% (40%)
30	Headgear	Each	10% (10%)	40% (40%)
	Other:			
91	Outer garments in materials described under heading 53, for men and boys, with the exception of trousers and pants	Each	10% (10%)	20% (20%)
		Minimum entry duty per kg. net 122K		

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408).

MADAGASCAR

Tariff modifications

THE MALAGASY *Journal Officiel* of December 20, 1969 announced the following tariff modifications set out in decree No. 69-014 of December 16, 1969:

Malagasy Tariff Number	Description	New Rate	Old Rate
17.05	Sugars, syrups and molasses, flavoured or with colouring added (including vanilla flavoured sugars) but not including fruit juice containing sugar in any proportion:		
01	Vanilla flavoured sugars	500 per cent	31 per cent
31	Other	31 per cent	31 per cent
40.05	Plates, sheets and strip, of unvulcanized rubber either natural or synthetic other than smoked sheets or sheets of crepe rubber under Nos. 40-01 and 40.02: granulated natural or synthetic rubber, in mixture preparatory to vulcanization: mixtures known as 'master mixtures,' consisting of natural or synthetic unvulcanized rubber with carbon black (with or without mineral oils) or silicic anhydrides (with or without mineral oils) in all forms added before or after coagulation:		
01	Master-mixtures	15 per cent	22 per cent
10	Other	22 ier cent	22 per cent

Tariff modifications: textiles

It is also reported in the Malagasy *Journal Officiel* of December 27, 1969 that Decree No. 69-017 of December 16, 1969 announced that the import tax of 48 per cent applicable to the following textile articles is subject to the following minimum entry duty:

Malagasy Tariff Number	Description	Minimum Entry Duty per article (Francs MG)
60.04	Undergarments knitted or crocheted, not elastic or rubberized:	
	Other:	
	Of cotton and artificial fibres:	
17	For men and boys	45
	For women and girls	60
60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberized:	
30	Garments for men and women:	
	Of cotton and artificial fibres:	400
31	Of wool or synthetic fibres	600
	Garments for boys and girls:	
32	Of cotton or artificial fibres	200
33	Of wool or synthetic fibres	300

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 and 423).

AUSTRALIA

Dumping Tariff Board inquiry on pyjama girdling

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether pyjama girdling, tariff items 58.05.29, 58.05.49, 58.07.3, 59.04.91, 59.04.92, 59.06, 60.01.99, 60.05.9 and 61.11.9, has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

Interim cash security action has been imposed on goods exported on, or after, February 16, 1970.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than March 2.

Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 311/70.

Dumping Tariff Board inquiry on chilled cast iron shot and grit

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether chilled cast iron shot and grit, tariff item 73.04 has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

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GUYANA

Import licensing arrangements

THE SCHEDULE of Exceptions to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has been further amended by the addition of the following new item:
512-09.3 Organic compounds being Rhodamine B and Ponceau SX.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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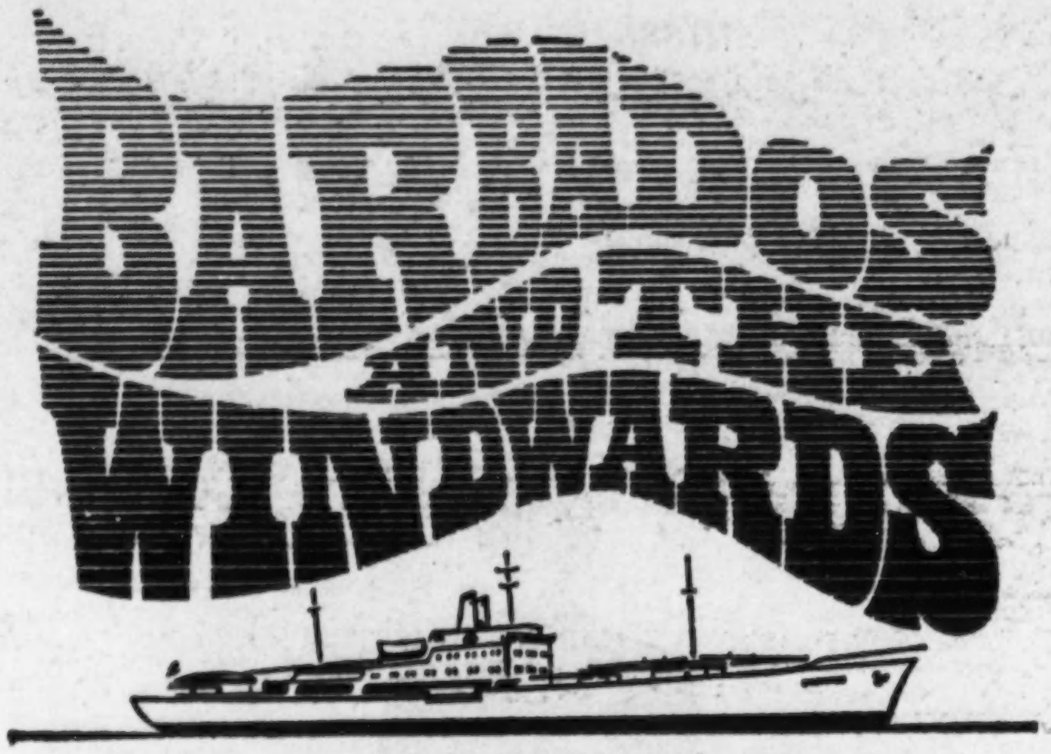

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ST. VINCENT

Customs tariff changes

THE FIRST Schedule to the St. Vincent Customs Duties Ordinance (Table of Customs Duties) has been amended by the deletion of items 552-01.2; 653-01.1 and 653-01.2; 665-02.3 and 665-02.5; 666-03.1 and 666-03.2; 673-01.1, 673-01.2 and 673-01.9; 861-01; 861-02.1 and 864-01.1 and the substitution therefor of the following:

EC$4·80 = £1 stg.

SITC Item No.	Description	Rate of Duty Preferential	Rate of Duty General
552-01.21	Perfumes and toilet waters with or without alcohol and not less than $5 per liquid oz.	4½%	6%
552-01.09	Perfumes and toilet waters without alcohol and less than $5 per liquid ounce	20%	30%
653-01.1	Silk fabrics of pure silk	4½%	6%
653-01.2	Silk fabrics of silk mixed with other materials (silk being the chief component by weight)	4½%	6%
665-02.3	Table glass of figured or ornamented glass (cut, etched)	4½%	6%
665-02.5	Household (including hotel and restaurant) glassware of figured or ornamental glass (cut, etched)	4½%	6%
666-03.1	Table articles	4½%	6%
666-03.2	Other household articles	4½%	6%
673-01.1	Jewellery	4½%	6%
673-01.2	Spoons, forks and knives of precious metal	4½%	6%
673-01.9	Other goldsmiths' and silversmiths' wares, including articles for household use (e.g., dishes, salvers, tea sets, cups, etc.)	4½%	6%
861-01.1	Optical instruments and appliances and parts thereof, except photographic and cinematographic	20%	30%
861-01.9	Binoculars and telescopes of not less than $25 value c.i.f.	4½%	6%
861-02.11	Cameras of not less than $50 value c.i.f.	4½%	6%
861-02.19	Cameras of less than $50 value c.i.f.	15%	25%
864-01.11	Watches, watch movements and cases	4½%	6%
864-01.19	Marine chronometers and instrument panel clocks	20%	30%

URUGUAY

Prior deposits

HM EMBASSY in Montevideo report the issue of Uruguayan Central Bank Circular No. 160 giving details of exemptions from prior deposits ('consignaciones') during the period January 1, 1970 to March 31, 1970.

Consignments of capital goods of a value exceeding US $10,000 will be subject to the following deposits:

	Non LAFTA	LAFTA
Imports to be paid for in less than 1 year	150%	105%
Imports to be paid for in 1 year or more and less than 2 years	100%	70%
Imports to be paid for in 2 years or more and less than 3 years	50%	35%
Imports to be paid for in 3 years or more	Free	Free

From January 1, 1970, importers of other goods will be allocated a quota free of deposit equal to their deposit-free imports of similar products during the period October 1, 1969 to December 31, 1969. Imports in excess of this quota will be subject to the following deposits:

	Non-LAFTA	LAFTA
Goods subject to a surcharge of 10%	150%	105%
Goods subject to a surcharge of 60% or 90%	300%	210%
Goods subject to a surcharge of 150% or more	400%	280%

Imports of the following goods are also free from prior deposit:

(a) Imports made by State entities;
(b) Imports made 'without exchange operation', temporary imports and substitute declarations;
(c) Imports included in decrees which exempt them from payment of customs duties, surcharges, consular fees and taxes;
(d) Imports financed by loans approved by the following institutions: Inter-American Development Bank, Eximbank, Agency for International Development and International Bank for Reconstruction and Development;
(e) Imports made under Public Law 840 of the United States;
(f) Imports of capital goods when necessary for the execution of investment projects which have the financial support of the Development Section of the Bank of the Republic;
(g) Certain imports of motor vehicle 'kits';
(h) Imports from LAFTA members under complementation agreements.

A translation of the Circular can be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

Customs Schedule amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Details	Specific Duty Gold Pesos	Ad val. Duty
24.01.01	Unmanufactured tobacco	Gross Kg Free	8%
24.01.02	Tobacco refuse	Gross Kg 6·50	8%
		(Both are valid until December 31, 1970)	
87.02.99	Buses with bodywork	Free	5%
87.02.04.99	Chassis for buses without cabins, with a useful load capacity of 6,000 kilos or more and with a minimum distance between axles of 160 inches	Free	5%
87.02.04.99	Chassis for buses without cabins, with a useful load capacity of 3,500 kilos or more and with a minimum distance between axles of 130 inches	Free	5%
87.05	CKD bus bodywork (buses and taxi-buses)	Free	15%
	(Please note that items 87.02 and 87.05 must be solely for public transport services and for transporting school children, employees and workmen; the modifications are valid until June 30, 1970).		
92.01	Pianos (including automatic pianos, whether or not with keyboards); harpsichords and other keyboard stringed instruments; harps but not including aeolian harps:		
01	Harps	KL Free	100%
99	Other	Kg Free	100%
92.02	Add new sub-headings under other stringed musical instruments:		
01	Guitars	Each 75·00	150%
99	Other	Each Free	150%
92.03	Pipe and reed organs, including harmoniums and the like	Kg Free	100%
92.04	Accordions, concertinas and similar musical instruments:		
	Mouth organs	Kg Free	100%
92.05	Other wind musical instruments	KL Free	100%
92.06	Percussion musical instruments (for example, drums xylophones, cymbals, castanets)	KL Free	100%
92.07	Electro-magnetic, electrostatic, electronic and similar musical instruments (for example, pianos, organs, accordions)	Kg Free	100%
92.08	Musical instruments not falling within any other heading of this Chapter (for example, fair-ground organs, mechanical street organs, musical boxes, musical saws); mechanical singing birds; decoy calls and effects of all kinds; mouth-blown sound signalling instruments (for example, whistles and boatswain's pipes)	Kg Free	100%
92.10	Parts and accessories of musical instruments (other than strings), including perforated music rolls and mechanisms for musical boxes; metronomes, tuning forks and pitch pipes of all kinds:		
01	Perforated music rolls	KL Free	185%
02	Metronomes	Each Free	50%
03	Tuning forks and pitch pipes	KL Free	50%
04	Parts and accessories of stringed instruments:		
01	Complete bows	KL Free	100%
02	Wrest pins, of ivory	KL Free	100%
03	Wrest pins, of other materials	KL Free	100%
99	Other	KL Free	100%
05	Parts and accessories of wind instruments	KL Free	100%
99	Other	KL Free	100%

UNITED STATES

Flammable Fabrics Act

THE UNITED STATES Department of Commerce has instituted an investigation to determine whether new flammability standards or other regulations are needed for children's clothing in the separate categories of sleepwear, underwear and dresses and to consider what these should be.

The investigation covers, in addition, all fabrics or related materials intended for use or which may reasonably be expected to be used in such clothing.

Interested persons are invited to submit comments on this proposal relative to both the necessity for new standards and the form such standards should take. Comments should be submitted to the Department of Commerce not later than February 23, 1970.

Further details may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) reference FR 24.1.70.

National Commission on Product Safety

THE NATIONAL Commission on Product Safety will hold public hearings on March 3, 4, 5, 1970, in the New Senate Office Buildings, Washington DC. The subject of the hearings will be 'Economics of product safety – Does the American economy reward the producer of safe consumer products?'

Interested persons are invited to present oral testimony, or to submit written statements at the above hearings. Written statements and requests to submit oral testimony should reach the Commission by February 23, 1970.

Inquiries about this notice should be addressed to the (United States Section), Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR29.1.70).

Gas pipeline safety standards

THE UNITED STATES Department of Transportation plans to introduce comprehensive minimum Federal safety standards for gas pipelines and for the transportation of gas as required by Section 3 (b) of the Natural Gas Pipeline Safety Act of 1968. Any person wishing to comment on the proposals must do so by April 13, 1970.

Full details of the proposed standards may be obtained from the Commercial Relations and Exports Department, Board of Trade, Room 423, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting reference FR 28/1/112.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

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Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax - exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.

SN6 Notice to passengers (exchange control and export licensing).

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

436 General outline of the scheme and procedure for claiming.

436A Export rebate: termination.

437 Ships and aircraft.

439 Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

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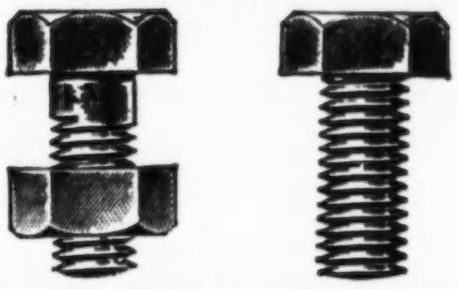

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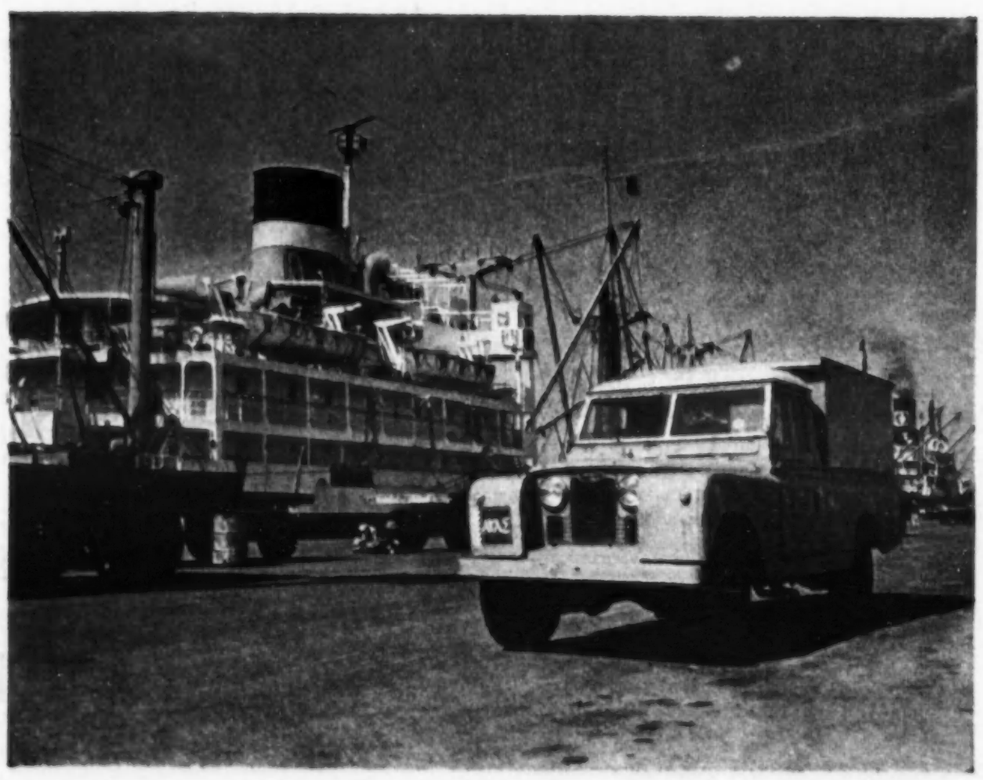
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